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international news

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It was a momentous day when the largest US yacht by volume rolled down the slipway to her delighted owners

international events

The Superyacht Design Symposium in Florida attracted a host of the world's top designers, owners, yards and specialists. Further down the coast, the ShowBoats Design Awards celebrated the superyacht industry's brightest talents

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ATLANTIC

A passionate enthusiast has resurrected the transatlantic record holder that remained unbeaten for nearly a century

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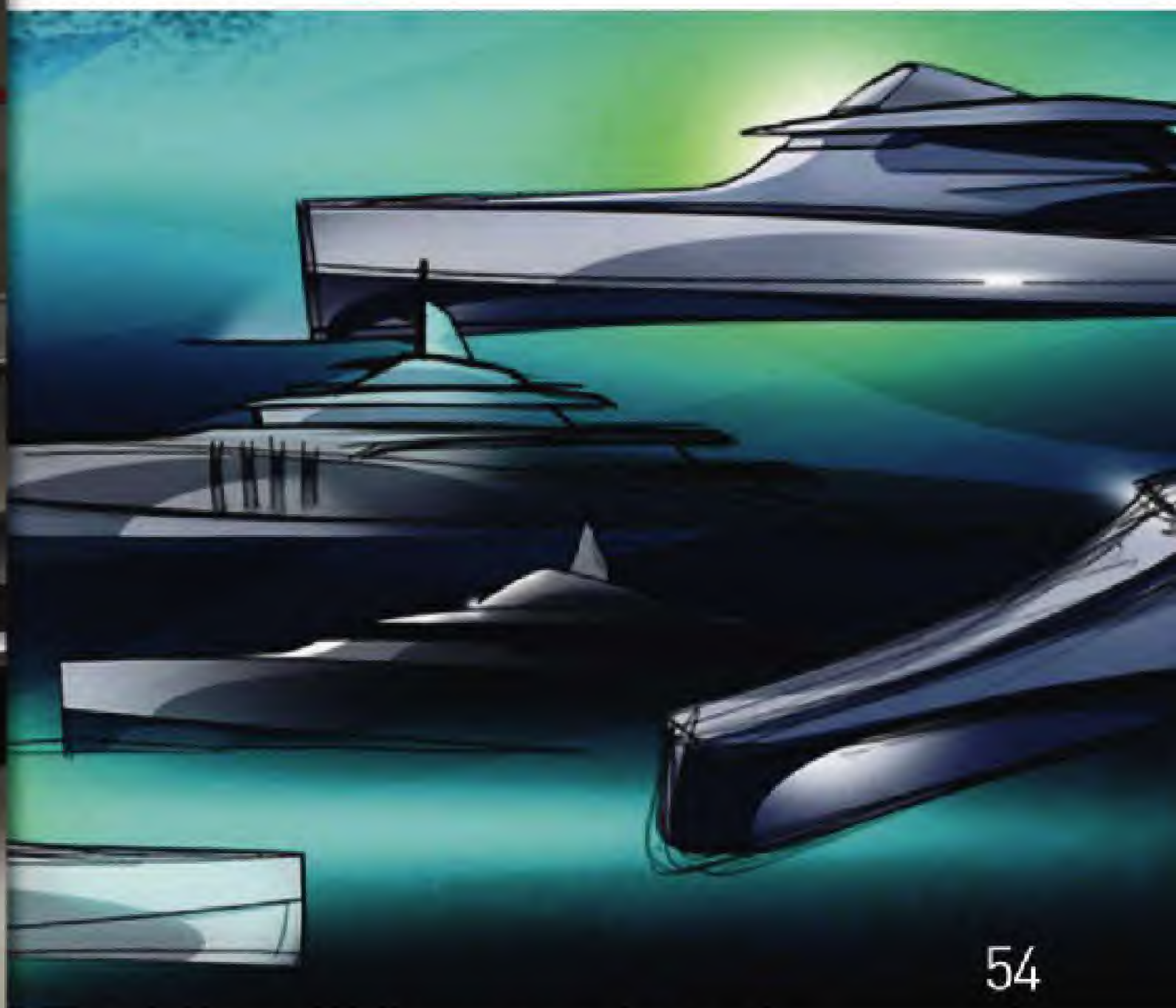
Two brothers commissioned this 50m Mondomarine so they could enjoy time out with their family



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JEFF BROWN/ SUPERYACHT MEDIA; COURTESY OF ICON AIRCRAFT; COURTESY OF CLAYDON REEVES



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As the superyacht industry emerges from the ravages of economic slowdown, are owners turning back to more convention yacht designs?

YOUNG DESIGNER OF THE YEAR

We caught up with 2010 Young Designer of the Year winner Adam Vorhees over lunch at the Superyacht Design Symposium in October

COMMERCIAL REALITY FOR THE DESIGN COMMUNITY

Designers should wise up and become more commercially savvy with contracts before giving away their design work

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OWNERS' HANDBOOK

Experienced charterers might think it safer to stick to the tried and tested, but now could be a good time to experiment

NEW TO THE CHARTER FLEET

We present some of the best new options worldwide

BROKERAGE NEWS

All the latest yachts for sale and updates on those sold, plus new-build contracts signed

MARKET ANALYSIS & INTELLIGENCE

Total sales for 2010 near the €2 billion mark and the biggest spenders appear to be back in town

EXPERIENCE MATTERS - AND WILLIS MARINE HAS IT

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If you are thinking of building, take a look at the inspirational design of *Twizzle*... We were invited on board to crawl all over her to find out how her DNA has been created



Last month we ran a real roller coaster of events which some of you will have attended on the other side of the Atlantic. First on the map was the Superyacht Design Symposium held at The Breakers, Palm Beach, Florida, where the continued debate about crew quarters on superyachts took centre stage and continues to unsettle owners and rattle the industry, plus a range of other major topics were addressed. For a quick look at what went on turn to page 48 and for a full overview of the event including video, photographs and a summary log on to www.superyachtdesignsymposium.com

Congratulations to all the winners of the ShowBoats Design Awards which recognised the talents of designers in their own right at a glittering awards ceremony. For a summary go to page 42 and log on to www.showboatsdesignawards.com for all the winners, video and photographs from the evening.

This brings me perfectly to the embodiment of this issue where we concentrate on aspects of design: some of the world's top designers talk frankly to us about where they believe design is headed, new patents, hulls shapes, an interview with the Young Designer of the Year and a look at commercial reality for designers. The section begins on page 54.

If you are thinking of building a yacht, take a look at the inspirational design of *Twizzle*, a 57.49m fully custom sailing

yacht from her keel to the top of her mast, which really is built for 21st century living. We were invited on board to crawl all over her to find out how her DNA has been created (page 74).

We head to Monaco to see the second of the motor yachts built by Icon, *Baton Rouge*, which is also for charter. She has some great areas and is one of the most comfortable yachts that I for one would personally like to try out (page 108).

We take off to Fort Lauderdale where we bring you the first full review of the most voluminous yacht to come out of the US, *Cakewalk*. Turn to page 88 for the full story.

I take a trip to Greece to spend a day with the owners of *Toy-A*, two brothers who have everything on board for the family from the grandparents to the youngest (page 122).

If you fancy a trip to Greece turn to our Ocean Traveller section where we will whisk you off to unspoilt places (page 136).

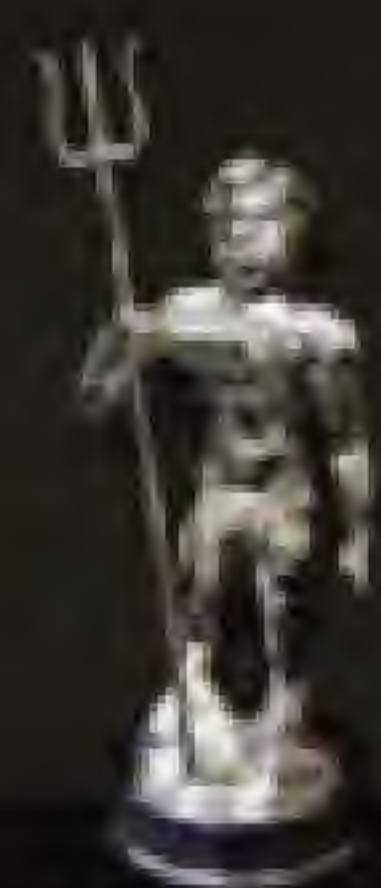
If classic is your forte, then read all about the glorious revival of the yacht *Atlantic*, it is a fascinating account (page 100).

Looking ahead to the February issue of *Boat International*, you will be able to get your digital copy on iTunes enabling you to read your favourite articles on the move, plus we will have extra content including videos and photography, so prime your iPads and your iPhones for the launch in January.

Amanda McCracken



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MARILYN MOWER USA

I have been aboard every *Cakewalk* since the owner's team refitted the 40 metre Feadship *Fiffanella* in 1996 but I must say that this one is by far the most dramatic in terms of the story line and physical presence. As an American, I'm extremely proud to present America's new flagship to the world.

page 88



JOHN LEONIDA UK

Socrates once mused on the marriage contract and proffered the following gem: 'My advice to you is get married: if you find a good wife you will be happy; if not you will become a philosopher.' With apologies to my compatriot designers, by all means design yachts: if you find a good client who pays you and respects your intellectual property you will be happy; if not you will join the ranks of the philosophers.

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CLAIRE GRIFFITHS France

With the festive season in full flow, there is still time to knuckle down and get scribbling the list of things that you simply can't live without. We've been snooping in the some of the world's finest boutiques and workshops to fuel your inspiration.

page 66

What's with the 'wine-dark sea' thing? My classics teacher told me I was just being Homer-phobic

KATE HUBERT UK

When I started writing my piece about the experienced charter guest I thought it would be pretty straightforward. How wrong I was! Brokers encourage you to try something new but clients tend towards conservatism. All too many answers begin with 'it depends...' Abandoning definitive answers I've tried to challenge some old habits, although I expect Saint Tropez will be just as busy next season!

page 145

ANDREW RICE UK

It's a sign of the changing times in the America's Cup that Swedish challenger Artemis was doing battle on two fronts during November. Part of the team went to Dubai to compete in the old America's Cup keelboats for the last time, at what is expected to be the final Louis Vuitton Trophy. Meanwhile, another contingent went to Florida to learn how to handle high-speed catamarans. The Flintstones to Facebook transformation of the America's Cup is well under way...

page 36

TOM ISITT Greece

The *Iliad* is filled with references to 'the wine-dark sea'. I've never really understood... sea is blue, wine is red (or white, or pink), so what's with the 'wine-dark sea' thing? My classics teacher at school told me I was just being Homer-phobic, and I didn't really understand the expression until I cruised the Aegean sea recently. In places, it is such a rich, dark, velvety colour that it could easily be a deep red. Homer, the wily old sod, was right all along. page 136





Feadship looks to biomimicry

The annual design challenge set to Feadship's brains trust has resulted in some impressive concepts. This year's project takes cues from the natural world to create a green yacht

► The science of biomimicry – which studies nature's best creations and adapts them to solve human problems – was key in the design of Feadship's latest concept, *Breathe*, unveiled during the Monaco Yacht Show. 'We looked at nature for our ideas and inspiration,' says Ronno Schouten, Feadship's manager of design at De Voogt Naval Architects. 'We see many clients are interested in green technology, but are not interested in paying double the price for it. Our directive was design a boat that was environmentally sustainable and also economical.'

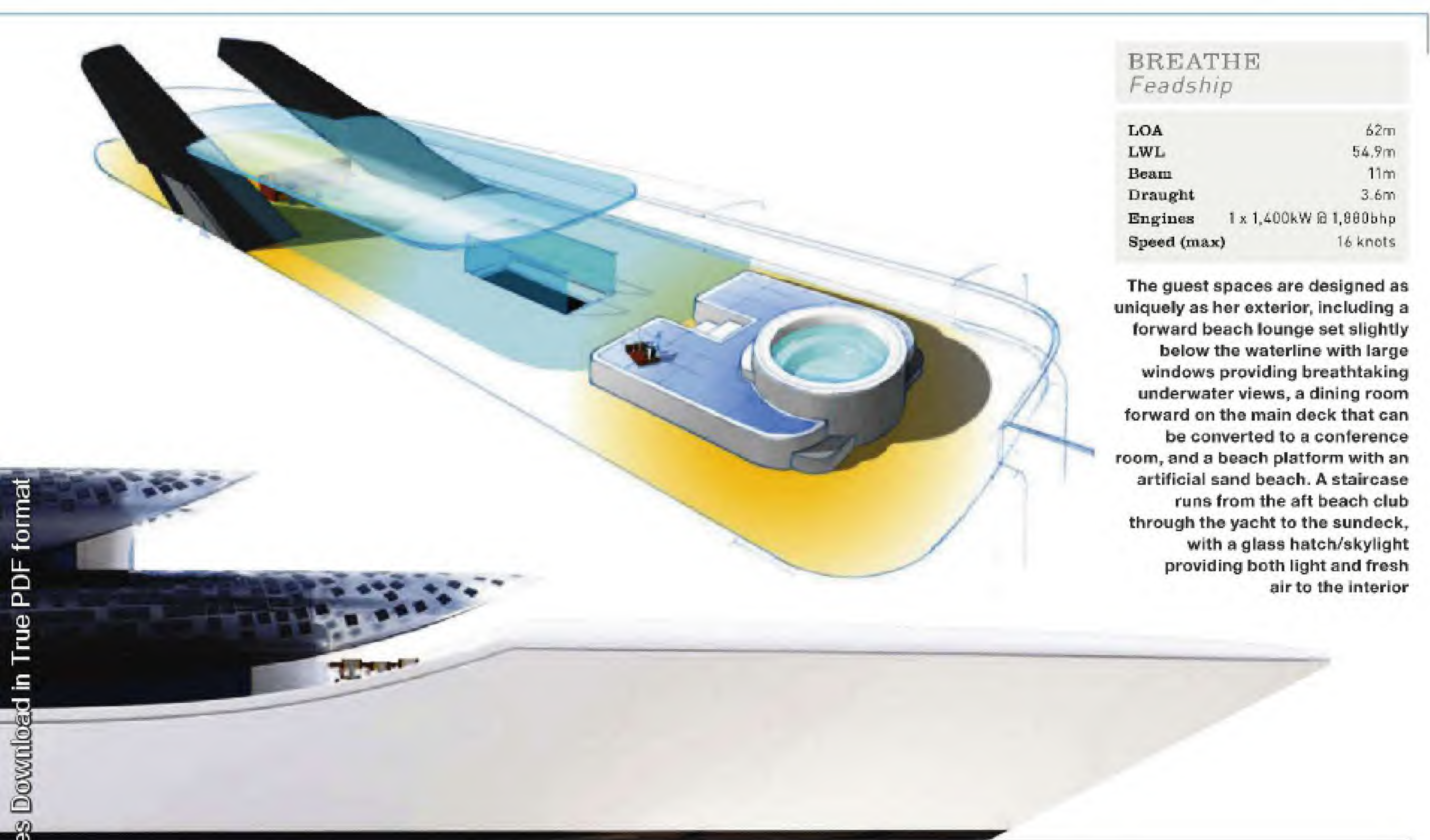
Her glass shells, meant to simulate animal skin, will regulate temperature, absorb sunlight, and provide a transparent connection to the outside world and the name itself, *Breathe*, refers to the yacht's ventilation. 'We found in our studies,' explains Bram Jongepier, De Voogt's manager of knowledge development, 'that the black and white stripes on a zebra's skin create localised temperature variations,

leading to air movement over the surface – in other words, vortex cooling. We used that principle on *Breathe*.' Air heated by the shell rises and is drawn through the dark funnels, creating a natural upward flow of cooler air from the sea surface, giving a constant breeze on the decks, cooling the shell itself, and reducing air conditioning loads.

Biomimicry abounds elsewhere too – for example, the roll-damping rudders are modelled on the fins of a humpback whale. 'They have bumps on the leading edge – they don't stall, and they give much more lift,' says Jongepier. 'By combining the stabilisers with the rudders [which is current military technology] we also reduce the wetted surface area. We have checked the stabilisers with CFD (computational fluid dynamics), and the system has been patented in the US.'

For propulsion, *Breathe* uses an efficient, medium-speed engine to drive a single prop which is also equipped with a shaft generator.

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BREATHE Feadship

LOA	62m
LWL	54.9m
Beam	11m
Draught	3.6m
Engines	1 x 1,400kW @ 1,800bhp
Speed (max)	16 knots

The guest spaces are designed as uniquely as her exterior, including a forward beach lounge set slightly below the waterline with large windows providing breathtaking underwater views, a dining room forward on the main deck that can be converted to a conference room, and a beach platform with an artificial sand beach. A staircase runs from the aft beach club through the yacht to the sundeck, with a glass hatch/skylight providing both light and fresh air to the interior

Further, the hull has been optimised aft, affording a 30 per cent efficiency gain at an average 14-knot cruising speed, while also allowing for a larger prop which results in fewer vibrations. Two gensets help cover domestic loads, although a battery bank provides for a day of sailing and mooring. An electrically-diven, contra-rotating azimuthing pod provides emergency propulsion at speeds of up to 12 knots, while also benefitting from wasted rotational energy of the main prop. Indeed, energy conservation has been explored to the max: 'We looked at roll stabilisation at anchor,' says Jongepier, 'and a normal system effectively puts energy into the water.' Breathe sports an anchor system that takes the motion of the boat at anchor and converts it to electrical energy through a drive motor. 'It reduces movement forward by 60-80 per cent,' explains Jongepier, 'and also generates 20kW.' Further 'free' energy comes from organic solar cells on the shell which are based on the principles of photosynthesis in leaves. 'In contrast to silicon-based solar cells,' explains Feadship, 'they do not contain rare raw materials nor produce harmful gases during production, and are much cheaper to manufacture.' The yacht's windows turn opaque at the touch of a button, a system powered by solar energy thanks to a photovoltaic film sandwiched in the glass itself.

But what price these green concepts? 'We calculate,' concludes Jongepier, 'that the payback on the propulsion system is at four years, and that's where you are into reasonable figures. Importantly, everything on Breathe is current technology.' Mother nature would be proud.



Developing Devonport

The Pendennis/Devonport partnership could spell a new era for the UK superyacht sector. *BI* talks to Devonport MD Stephen Hills

► 'We have the equal of anybody in terms of quality and engineering,' enthuses Stephen Hills as we talk during the Fort Lauderdale boat show. 'We have always been competitive as our overheads and base costs are generally lower than many European yards, and we have lower base wage costs. Concentrating in one centre of excellence has heaps of potential.'

Hills is referring to the recent partnership agreement between the Pendennis Shipyard in Falmouth, UK, and Devonport Yachts Ltd (DYL), which was set up by Hills after original parent company Babcock Marine decided to withdraw from the large yacht market in 2008 to focus on its naval contracts. DYL acquired the Devonport brand late in 2009.

'Pendennis and Devonport Yachts have a common ownership structure,' Hills explains – and among those with an interest in both companies is Ernesto Bertarelli, whose 96m yacht is nearing completion in the old Devonport facilities in Plymouth. She is due to undergo sea trials early in 2011, with delivery due later in the year. She will be the last project built in Plymouth before Devonport focuses on builds and refits at the extensive Falmouth facility. 'She is exceptional and has incredible attention to detail,' says Hills. 'She will be the flagship not only for the Devonport brand, but also our capability as well as the UK's superyacht building capability.' Moreover, once the project is finished, the plan is to recruit the staff into the new company. This will present a formidable workforce – Pendennis has some 350 workers already. 'The talent pool in the South West is brilliant,' adds Hills, 'and in addition we have the benefit of the award-winning Pendennis apprenticeship scheme, which has seen 100 apprentices come through in the last decade.'

The Pendennis facilities form a key part of the port development initiative for Falmouth, and the yard itself already offers a superb build and refit base. 'There is currently a 150m covered dry dock with a split



gate, so we can undertake new-builds up to 100m or more in there. We would also make use of adjacent commercial docks, we've recently acquired land on the other side of the yard, and we're looking at a number of options including increasing the travel hoist to free up more dock space for larger yachts,' says Hills. 'The approach is that Pendennis covers yachts up to 60m, and we specialise in yachts larger than 60m, so jointly we can cover a huge range of projects. We are also looking to develop the 60m+ refit stream under the Devonport brand – something that more recently we didn't do in Plymouth.'

Of course, Devonport has been keen to work up new ideas and designs. Among those are Seven Zero, an in-house design for a 72m which has been developed 'in response to a particular conversation with a particular client', and a rugged explorer platform that has been developed with Rolls Royce to provide a quality, reliable engineering solution. 'The platform is diesel-electric with azipods,' says Hills, 'and the idea is that you can draw what you like on top. Rupert Mann picked it up and has developed an initial idea drawn at 90m.' You can see a rendering of the project in our 21st Century Designs feature, starting on page 54.

TT





Devonport Yachts' 72m Seven Zero shows an initial interior layout that focuses guest suites on the main deck, with the lower deck given over to crew cabins, galley and mess, and a beach club and spa aft of the technical spaces. The project was further developed in response to a client enquiry

SEVEN ZERO *Devonport Yachts*

LOA	72m
LWL	62m
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Draught	3.5m
Displacement	1,340 tonnes
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Range	4,000nm (16 knots) 7,000nm (12 knots)
Accommodation	12 guests, 26 crew and staff



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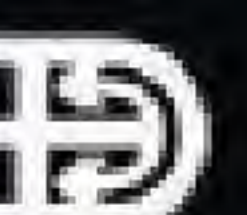
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YCCS establishes BVI base at Oil Nut Bay

The Yacht Club Costa Smeralda moves into partnership with Oil Nut Bay developer Victor International to create the YCCS Virgin Gorda yacht club and marina in North Sound, BVI



► If the busy but convivial atmosphere aboard the 40m Westport 130 *Resolute* during the Fort Lauderdale International Boat Show was anything to go by, the new Oil Nut Bay development on Virgin Gorda in the BVIs looks to be the place to visit this winter. But idyllic surroundings, a dedicated superyacht marina and the chance to acquire a prime patch of land in an exclusive development were not the only temptations on offer, as *Resolute* was used as

the platform for the announcement that the renowned Yacht Club Costa Smeralda was entering into partnership with the Oil Nut Bay developers to create a new YCCS Caribbean base.

'The officers and members of the YCCS are very happy to see this new initiative come to fruition,' commented His Highness the Aga Khan, president of the Yacht Club Costa Smeralda. 'We have aimed to expand our sporting and cruising activities internationally for many years, and this opportunity in Virgin Gorda will give our members access to wonderful new locations for sailing and yachting, as well as all the services that YCCS offers in its current home base at Porto Cervo. We intend to maintain the same level of excellence in all our activities that have come to be recognised as a hallmark of the YCCS in the Mediterranean.'

The YCCS Virgin Gorda will be located in North Sound, and the first phase of the superyacht marina, due to come on stream in December

2010, will offer 38 berths for yachts up to 100m. Other facilities will include a clubhouse, docks, a selection of restaurants, shops, a pool, outdoor recreation areas, bars and a concierge service for yachtsmen, as well as being linked to the 300-acre Oil Nut Bay development and the nearby Biras Creek Resort.

The YCCS Virgin Gorda will play host to a fleet of sail and motor superyachts taking part in the inaugural Caribbean Superyacht Regatta and Rendezvous, organised by Boat International Media and the YCCS, which will take place from 16 to 20 March 2011. Indeed, it was the initial thrust to hold a Caribbean event that helped lead to the partnership between Victor International and the YCCS. 'I had met Tony Harris, CEO of Boat International Media, through Westport a couple of years ago,' explained Victor International chairman David Johnson during the press launch, 'and thought it would be nice to do an event. He suggested that I should meet the president of the YCCS as we shared some of the same ideals. We had further meetings at the Monaco Rendezvous in June, then I had a chance meeting with His Highness the Aga Khan in the BVIs.' The result of those meetings was a complete rethink of the planned marina and clubhouse facility. 'He said for sponsors, competitors, prizegiving and the like, we needed a piazza for 500 people, so we created an event piazza, added a harbour master dock, created two new wings for the yacht club building and moved it up the hill – the day before we were due to pour the footings!' The result is impressive – a 270m megayacht pier with two megawatts of power, world class facilities, and a partnership with one of the world's top yacht clubs.

'The aim was to create the best facilities in the Caribbean,' concluded Johnson, 'and we spent hours on every room. No one let ego get in the way of excellence. You can do great things with the help of God, a great team of people, and an unlimited budget!'

'Our mission,' continued YCCS commodore Riccardo Bonadeo, 'was to find an area outside the Mediterranean where we could find excellence, and thanks to Tony Harris we found it. We all know the three "Ls" – location, location, location – but the second element is finding the right people, and we found them. These two elements are the great secret of success.'

'I love the BVI and have spent many happy holidays there cruising and racing with my family and friends,' added Harris. 'I am looking forward to having a fantastic rendezvous and regatta in the BVIs next March.'

For Johnson, the development at Oil Nut Bay and the YCCS partnership marks the attainment of a long-held goal. Growing up in the Great Lakes area of the US, water had always been a part of Johnson's life and he has owned a succession of yachts, including a Cigarette, a Sea Ray 63, and a Sunseeker 75. Then, as his daughters got older, he moved to a 112 Westport, and then finally the Westport 130 *Resolute* – always with the goal of moving to a Caribbean base. 'If you go past the BVIs, you lose the dayboating aspect,' he says as we talk on the day after the YCCS announcement.

As founder of the highly successful Victor International Corporation – a leading real estate developer – the merging of Johnson's Caribbean goals with his development knowledge made for a natural dual-purpose aim. 'The mission was to create a Mustique, but with boating, great architecture and harmony with the natural environment,' he says. 'I wanted a boutique superyacht marina which wasn't "everything for everybody", and wanted to create a resort community that had open space and dedicated nature trails.' Development of the 300-acre Oil Nut Bay site involved producing a 1,500-page document studying due diligence, environmental impact and the like, and the result is a development that offers just 88 plots of land with strict building criteria – no multi-storey houses, and everything in harmony with the



Holding the YCCS burgee, left to right: David Johnson, Tony Harris, Riccardo Bonadeo and YCCS sporting director Eduardo Recchi

surroundings. Prices start at \$1.495 million for the smaller plots, rising to \$25 million for the largest.

The marina, built by Bellingham Marine with consultancy by Floridian company ATM, includes a 99 year seabed lease for the first time in BVI history, to control ingress and egress. The initial plan was for a fixed pier dock. 'We interviewed the captains of large yachts like *Leander* and *Maltese Falcon* to find out what was best,' says Johnson, 'and they said they wanted a side-to-berth on a floating dock that didn't move. So for the first time in Bellingham's history it built a 20ft-wide dock with 36 inches of freeboard, anchored by piles. We then assessed the difference in windage between a 50m and a 70m yacht, and then doubled the number of piles and tripled the power supply.' Yachts will be able to buy a membership berth which will give them first pick on docking, events, and automatic membership of the beach club, as well as a 50/50 split on rental income. The first phase, with 38 berths in water with a depth of 6.5m, will open in December 2010, with the possibility of a second phase with 12m depth to follow in the future.

For more information about the Caribbean Superyacht Regatta and Rendezvous, to be held 16-20 March 2011, turn to page 38.



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Build to proceed on 141m sailing yacht

► Contracts were signed during September's Monaco show for a build of epic proportions. Valeriy Stepanenko, owner of Turkey's Dream Ship Victory shipyard, signed naval architects Dykstra & Partners and Ken Freivokh Design for the schooner *Dream Symphony*. At 141m, she will be the largest sailing yacht ever built, longer even than *Wyoming*, the largest wooden cargo schooner. To give a reference point, *Dream Symphony* will surpass the 96.35m *Sea Cloud* by nearly 45m.



Making this yacht even more noteworthy is the fact that she'll be built in wood. The builder, architect and design team all have experience in large-scale, all-wood yachts, with three in build currently. The 64.1m *Mikhail Voronstov*, which is the largest wooden hull built since 1909, is being fitted out at Balk Shipyard in The Netherlands, and work is under way on the 54m *Princess Maria* and the 41.5m *Imagination*.

'Our team is developing a unique design concept aimed at a total integration of the interior and exterior of the yacht,' says Ken Freivokh. 'The complex wood structures, longitudinals, transverse beams and structural knees will all be expressed internally as an integral part of the total interior.'

As interior renderings are still being developed at this stage, Freivokh lends a view to the proposed style of the mega-schooner's vast interior spaces. 'The styling throughout is a unique combination of classical and contemporary technology,' he says. 'The whole intention is that the interior will be very striking. Classical elements, such as a major glass barrel vault reminiscent of the old yacht *Coronet*, are finding a new interpretation making full use of new materials and the latest technology. This is further extended to allow internal spaces to open and become amazing courtyards and terraces.'

'*Dream Symphony* is not only a meeting of minds, it is also a meeting of hearts... Craftsmanship will coexist with technology, contemporary solutions will pay homage to classical proportions – it's the realisation of a dream of amazing magnitude.'

Construction on the *Dream Symphony* project is due to start in 2011.

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What was particularly frustrating was that what took the Court of Cassation a few minutes to understand had been ignored for months

words: John Leonida,
partner at Clyde & Co

Pandora's box opened

A seemingly routine boarding of a yacht by customs officials turned into a legal nightmare for its owner. His solicitor tells *BI* of their victory and subsequent amendments to the law

► VAT and the tax police. There is never a right time to deal with these two elephants that sit quayside in the harbours of Europe. If you are legitimately operating in the EU, you should be free to pass without let or hindrance, but, without clear pan-European guidance on VAT and yachts, mistakes are bound to happen, and will continue to occur until the European Commission issues a definitive legal opinion on the subject.

When our client's yacht was arrested in Italy in February, we were called by the ship managers to assist with its release. We dutifully supplied all the papers proving that it was lawfully chartering in European waters in accordance with the relevant VAT rules, that she was VAT accounted for and that she was in free circulation. That should have been the alpha and the omega of the yacht's brush with the Italian legal system.

The yacht, which was built and delivered in 2009, is a wonderful example of what Italian yacht-building is capable of. We were proud to be associated with Italy. There have been a lot of rumours about the case: let us set the record straight. The yacht was owned by an Isle of Man company. She was built to Cayman Island-supervised LY2 and flagged in the Cayman Islands. On delivery she was subject to a legally authorised and regulated intra-community transfer from Italy to the Isle of Man and because she was immediately entering a charter, the yacht didn't have to actually visit the Isle of Man.

Following the arrest, we were regularly told that it was impossible for an Isle of Man owner to own a Cayman Island-flagged yacht. This is false. We were told that a Cayman Island-flagged yacht had to be exported from Italy on delivery, and even if it had not been exported, it would be deemed to have been exported. Again, wrong.

The charges

The charges of VAT evasion were criminal and technically filed against the captain of the yacht. Technically, the captain was charged with firstly illegally importing the yacht into Italy in breach of temporary importation rules, and secondly, trading illegally. The captain specifically was charged with smuggling contraband. The yacht was the contraband. To illustrate the bizarre nature of the case, our client did not qualify for temporary importation and had never applied for it! It is worth noting that the appeal case we filed with the assistance of our colleagues in Italy at the Criminal Court of Cassation in Rome was to all intents and purposes the same case that we filed and was rejected several times by the Court of First Instance. The owner was getting increasingly frustrated.

On the flimsiest of evidence, the public prosecutor argued in the Court of First Instance that because the yacht was flying a Cayman Islands flag and because in their opinion tax had not been paid on the yacht and there was a likelihood the offence could be recommitted, the yacht had to be detained. He said he would ask for the imposition of Article 301 of Presidential Decree 4373, which provides for compulsory confiscation in case of conviction. In other words if we lost, the yacht would be confiscated.

Our defence

We argued that the yacht was built in Italy and VAT on purchase was cleared in the Isle of Man at the time of delivery. The owner was a company established in the Isle of Man which is part of the EU custom territory. Since from the date of delivery the yacht had always been chartering in European waters it was never exported, and as a consequence, it was never imported either. Despite the fact that the yacht was registered with the Cayman Islands, for the purposes of determining the nationality of the yacht, at least in terms of fiscal, tax and customs issues, what was relevant was where the company owning the yacht was established and whether the yacht was cleared by the EU tax authorities in relation to its purchase and its subsequent charter activity. All our customs obligations had been complied with, hence the yacht had to be considered a European yacht. Also, it was wrong of the public prosecutor to argue that we had breached EU temporary importation rules simply on the grounds that it is not possible to import assets that are already community assets.

The verdict

In upholding our appeal at the Court of Cassation, the judges started by saying that for there to be a breach of the rules of temporary importation there must be an infringement of the regulation. The court said that the offence of smuggling as provided for by customs law is prejudicial to a state's financial interests, and can only happen if someone clandestinely or fraudulently transports an asset subject to customs duties beyond the control of the customs agents. The judges said that the public prosecutor gave scant review of the facts. The court said simply flying the flag did not by itself prove that the yacht has been exported and then reimported. It closed by saying that because the crime was impossible to commit, the yacht had to be released.

What was particularly frustrating was that what took the Court of Cassation a few minutes to understand had been ignored for months by the authorities and The Court of First Instance, as was mountains of evidence.

The consequences of this case are far-reaching. In Italy, there is now absolutely no bar on flying a non-EU flag when chartering within Italian waters if you are commercially operating and have established yourself appropriately in the EU and have legally dealt with VAT. This may be persuasive elsewhere in the EU. A breach of the temporary importation regime can only happen if you have exported the yacht from the EU in the first instance. There is no deemed exportation. The court also reconfirmed intra-community transfers are legitimate.

So where next for Italian and the other EU customs authorities? I venture to surmise that they will look at the preconception that non-EU flags are 'bad' from a tax perspective and they have to accept that non-EU flags can have an EU tax nationality that puts them on a level playing field with EU flags. What started as a simple arrest may have opened up a whole range of issues the Guardia di Finanza and others were not expecting.



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Moonen to build new 80 Alu



► Moonen Shipyards in The Netherlands has signed the contract for a 24.45m high-speed aluminium motor yacht, the first Moonen 80 Alu. While all new superyacht orders are good news in the current climate, Moonen is doubly pleased as the owners are also new clients for the Dutch yard. 'We first came into contact via an internet request in 2008, which was followed up by a meeting at the 2009 Cannes boat show,' explains Emile Bilterijst, managing director of Moonen Shipyards. 'Embarking on a sea trial on our Moonen 94 *Nilo*, the owners instantly recognised the quality difference from their quite extensive previous experience on a range of motor yachts. The next step was to customise their specific requests into an all-new design.'

For Bilterijst and his team, the project fitted seamlessly within ongoing developments of a fleet of customised high-speed Moonens in various sizes, all built in Sealium, a lightweight, strong and highly corrosion-resistant aluminium alloy. In addition to *Nilo*, which won awards for her innovative character when launched in 2007, Moonen also delivered another Moonen 94 called *Infinity* in the same year and the Moonen 99 Alu *Phoebe* in 2009. 'Our goal has been to offer a range of fast yachts that combine good speeds with industry-leading standards of safety, comfort and fuel efficiency,' adds Bilterijst. 'At Moonen we do not develop new designs without a potential launching

customer, so I was delighted when these new clients asked us to create an 80-foot version. It was then that the hard work really started.'

The new 80 Alu has been designed to reach 25 knots at full-throttle – quite a challenge considering the owners were determined to have the same standards of displacement comfort. In addition to increasing engine capacity, the hull profile had to be completely redesigned and the yacht will be even lighter in weight than her sister ships.

But it is not just the high speeds that are likely to make a splash in the market when this new design sees the light of day in 2012. Another key demand from the owners was for low fuel consumption, meaning that the hull needed to be very efficient at low speeds. The design has therefore been the subject of extensive research work, including lines models and the most stringent testing programmes. As a result, the 80 Alu will have an exceptional range for a fast yacht, being able to cruise much further than vessels of an equivalent size and speed.

Bilterijst is convinced that Moonen is tapping into a neglected niche in the smaller-sized superyacht market. 'Most owners only use the high-speed facility on rare occasions when they want to get somewhere quickly or escape poor weather. Around 95 per cent of the time they want quiet, stability and low fuel costs, which will be key features of both the Moonen 80 and any future designs.'

ARogers

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Elvstrøm adds ultimate UV protection to its EPEX sails



► UV resistance is a major issue for superyacht sails, but Elvstrøm Sails' commercial director Jesper Bank believes his company has the answer. 'We have introduced a product where we use a film that is 100 per cent UV-resistant. This allows us to produce a sail without a UV cover, and for headsails on a furler you don't even need a UV strip in the leech,' Bank believes

Elvstrøm is the only company using this special film. 'The product originates from the space industry – it is used on the Space Shuttle to block UV light, and to protect satellites with big sails up in space. They need to be 100 per cent UV-protected. It also happens to be perfect technology for what we're trying to do in sailmaking.'

Known as Tedlar, this UV barrier is not cheap but it does add significantly to the longevity of a sail's life. Elvstrøm is now incorporating Tedlar into its EPEX sails, the membrane technology launched at the beginning of 2009. Although membrane sails are

nothing new in hi-tech sailmaking, Elvstrøm claims that no rival product is subjected to such a high level of vacuum pressure during the construction process. Where other manufacturers use heated rollers to bond and cure their membrane sails, this process can result in the yarns being crushed under pressure and leave gaps between the yarns. These voids can be one of the main causes of delamination in membrane sails, but Elvstrøm believes it has solved this problem by applying a very high pressure through a vacuum which creates laminates that are almost 100 per cent void-free. 'The result is a far stronger bond to the membrane which makes the sail last much longer without the risk of voids,' says Bank.

The EPEX table, housed in a 2,000m² loft facility in Aabenraa, Denmark, is able to create and maintain 90-95 per cent of absolute vacuum. The table is pierced with thousands of small holes through which the vacuum is applied evenly across the sail's surface. During the build process, UV inhibitors are added to the adhesive systems and applied to all tiers of the sail in equal measures. So confident is Elvstrøm of its high-pressure lamination process and UV resistance of its sails, the company offers a three-year warranty on delamination of a cruising sail and a two-year warranty on racing sails.

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Doing the *Silverlining* marathon...

► There's something strange happening in Chebilang village, about 12km from Satun in southern Thailand – a 31.3m aluminium yacht is approaching completion in what appears to be the middle of nowhere.

Owner Chris Lenz, a sometime hotelier and restaurateur, has become a boat builder and project manager. The story starts with Lenz building a 30m aluminium cat in which to cruise the world, and then cancelling the build before the first hull was finished due to 'quality issues.' Then he found a 31.3m aluminium hull in a yard in northern China, and decided to finish the job. It was a bare shell, nothing more. 'The shipyard made it very clear that I was to take it away,' says Lenz. 'They weren't interested in continuing with a small build.'

This proved more difficult than Lenz anticipated. 'Naivety coupled with enthusiasm create a very potent – but dangerous – mixture,' he admits. After visiting yards all over southern China, Taiwan and even the Philippines, he was introduced to Des Kearns at PSS Shipyards. 'Kearns and his team had a "can-do" attitude – yes, they could haul the boat; yes, they could build a shed; yes, we could build offices – in short, we could build our own yard in their yard, and this is exactly what we did. There are chickens in the house and dirt on the floor. Skills are limited, but the boat has been built with attitude – the strongest glue known to man. Pain, perseverance, defeat, frustration, joy and elation are just some of the feelings that we have all been through.'

'We' is a team of eight expats, and around 70 local Thai workers at any one time over the last two years. Lenz admits that the road has been hard. 'We didn't just build a boat – we built storage areas,

mezzanines, an accounting department, a receiving department, the lot. I took care of procurement for every component on the boat that came from outside Thailand. We got the shed bonded, and so forth. Quite literally we built a shipyard for *Silverlining*, right down to the tools you need in one.

'Problems? Of course there were problems! I try not to think about them as it brings back a lot of hard feelings. The first was getting the hull out of China – in the end it took a privately chartered cargo vessel. Welding proved to be difficult in the heat and humidity of coastal Thailand, and don't even mention suppliers... I could never have imagined that it would be so hard to buy things – when the world is in recession! And now, as we get near to the end of the project, I see signs of fatigue all around me. But I also see a twinkle in the eyes of the work force. They know they have done something exceptional. We are sprinting now to the finish line of the *Silverlining* Marathon.'

GN



After travelling from China by barge to Malaysia, and then being towed by a 47ft sailing yacht to Thailand, the hull had its shed built around it. Woodwork, by local Thais, includes a teak bath

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america's cup diary

words: Andrew Rice

photography: Sander van der Borch/
Artemis Racing

A swansong for competitive ACC boats as multihulls move into the mainstream and keelboat veterans learn the ropes



Suddenly multihulls are flavour of the month. With the next America's Cup set to take place in 72-foot catamarans, the International Sailing Federation has now reinstated multihulls into the Olympic line-up for the Rio 2016 Games. And the boat that is now rejected from the Olympic Games? The men's keelboat, the quirky Star class, which for decades has been the proving ground for many America's Cup skippers.

It's another sign of just how much is changing, and just how much professional sailors are having to alter their priorities. Swedish challenger Artemis has been the first to officially throw its hat into the ring as a challenger for the next America's Cup. This is a serious campaign, with a rumoured budget of €100 million. Businessman Torbjorn Tornqvist has signed up Paul Cayard as his front man and Terry Hutchinson as helmsman.

If ever there was a sign that the America's Cup is transitioning from one era to another, it's that Artemis split into two in mid-November. One part went to Dubai for the Swedish challenge at the final Louis Vuitton Cup trophy, while Hutchinson and another part went to Key Biscayne in Florida to be taught how to sail and race Extreme 40 catamarans.

In his early 40s, keelboat specialist Hutchinson is no spring chicken, but he's out to prove that you can teach an old dog new tricks, and wants to learn all he can about modern cats. 'Five hours a day on one of these boats is much more difficult than anything we are used to,' he reported after a typically gruelling training day. 'We are all whipped, and though it is a lot of work it is great fun too.'

Artemis has employed two leading lights from the Extreme 40 circuit, Mark Bulkeley and David Carr, to teach Hutchinson and his keelboat veterans how to get the best out of lightweight planing catamarans. It does beg the question why America's Cup teams are looking to retrain their existing personnel as opposed

to hiring the established best in that particular discipline, but Paul Cayard explains that they are following the trend set by BMW Oracle and the way it won the last America's Cup. 'Their experience was that the America's Cup world superseded the multihull world fairly quickly,' he says. 'The multihull world is largely an offshore world, from design to construction to sailing. So it is easier to take America's Cup sailors and teach them the idiosyncrasies of multihull sailing than to go the other way around.'

Meanwhile in Dubai, six teams are bidding farewell to the ACC boats that have been used in the America's Cup for the past 20 years. This final Louis Vuitton Trophy is likely to be the last time we see these boats raced in top-flight competition. To borrow from Russell Coutts' now infamous comment about the Flintstones and Facebook generations, these boats do look very Flintstones. But then again, as Bob Fisher notes: 'Queen Elizabeth II has a Facebook page. So, exactly what is the Facebook Generation?'



Coutts with Artemis CEO Cayard



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Caribbean event gathers momentum

► The British Virgin Islands will play host to some of the finest motor and sailing superyachts on the water this coming March, as owners head to Virgin Gorda to participate in the inaugural Caribbean Superyacht Regatta & Rendezvous.

Organised by Boat International Media and the Yacht Club Costa Smeralda, this exciting event, taking place between 16 and 20 March, marks the launch of a new superyacht marina and yacht club in North Sound, the YCCS Virgin Gorda.



THE PROGRAMME

Wednesday 16 March

Welcome and registration;
Welcome cocktail at
YCCS Virgin Gorda;
Traditional Caribbean
entertainment and hospitality.

Thursday 17 March

Race Day 1
Oil Nut Bay Beach Party;
Water sports and games;
Yacht Hop at YCCS Marina;
Crew Night at Saba Rock.

Friday 18 March

Race Day 2
Treasure Hunt around
North Sound;
Owners' Dinner at Biras Creek;
Crew Party at Leverick Bay.

Saturday 19 March

Race Day 3
Motor yachts to follow the racing;
Full Moon Party at Oil Nut Bay.

Sunday 20 March

Farewell Brunch and Prize Giving
* Programme subject to modification

Superyachts that have already expressed their interest in attending include Huisman's newly launched 57.5m *Twizzle*, a fleet of Dubois designs including the 45m *Salperton*, 49.7m *Zefira*, 58.4m *Kokomo* and 44.7m *Lady B*, Westport's 39.62m *Constellation* and Burger's classic 32.9m *Chanticleer*.

To register your interest in attending and for further information, please go to www.superyachtregattaandrendezvous.com

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Excitement builds for Asia Rendezvous

► Motor and sailing superyachts will be streaming into Phuket for the prestigious Asia Superyacht Rendezvous, December 16 to 18. The 10-year anniversary event has been lengthened from two to three days, with a second race added and more time for socialising.

The first wave of confirmed entries include: the 50m *Perseus* built by Perini Navi in 2001; *Maverick II* built by Sterling in 1988; the 57m *Montigne* built by Aegean Yachts in 2009; the 40.3m *My Lady Arraya* built by Oceanfast in 1990 and based in Thailand; the 36m *Vie Sans Soucis* built by Kings Yachts in Taiwan; the 74m *Silver Zwei* built in 2009; the 30m *Asia* built in 1997 by Paul Johnson; and the 49.7m *Silolona* of Indonesia, a traditional wooden Phinisi schooner hand-built in 2004 by Konjo craftsmen from south Sulawesi.

'Owners, captains and crew love visiting Phuket as South East Asia offers so much in diversity and adventure – it's stepping up to be the Monaco of the east!' says organiser Gordon Fernandes, general manager of Asia Pacific Superyachts.

The elite event will be headquartered at the luxury Host Hotel in



Phuket and social events include an opulent cocktail party; the VIP Boat International Media gala dinner and the Rolling Stock Crew Party at Pla Seafood on Surin Beach.

Of last year's event, co-organiser Captain Charles Dwyer of *Yanneke Too* comments, 'The boats were evenly matched and the crew worked as well as I have seen in any event. The sight of the superyachts sailing within a few boat lengths of each other was truly spectacular. It was superyacht racing at its best and we're looking for more of the same, and better, in 2010.'

CONTACT:
email: pr-comm@asia-superyacht-rendezvous.com mobile: +66 (0) 81 8945323 web: www.asia-superyacht-rendezvous.com
Superyachts wishing to participate: email charlie@asia-pacific-superyachts.com or gordon@asia-pacific-superyachts.com
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2011

The World Superyacht Awards



Final call for nominations

There are now only a few weeks remaining to submit your nominations for the 2011 World Superyacht Awards.

During a glittering gala evening on Saturday 7 May hosted in the spectacular surrounds of London's Guildhall, 14 Neptune Awards will be presented to the owners of the finest new luxury yachts delivered in the past 12 months. The winning yachts, each an incredible feat of superyacht build and design, will be chosen by a wholly independent judging panel comprised of 14 superyacht owners and one senior industry professional.

Motor yachts nominated so far include: Lürssen's 124.4m *Katara*, Derecktor's 85.6m *Cakewalk*, Amels' 52.3m *Bel Abri*, Sanlorenzo's 46m *Lammouche*, and 56m *Illusion*, refitted by Pendennis. Nominated sailing yachts include Picchiotti and Perini Navi Group's 50m *Exuma*, Vitters' 55m *Marie*, Royal Huisman's 57.49m *Twizzle* and Southern Wind's 33.6m *Thalima*.

To see the full list of nominations received to far and to make your nominations, please visit www.worldsuperyachtawards.com.

Nominations close on 31 December 2010. Nominated yachts must be of over 30 metres in length and have been completed and delivered to their owners between 1 January and 31 December 2010.



Table applications

Table applications for the World Superyacht Awards 2011 will commence in January. Please note that priority will be given to superyacht owners and the teams involved with the build of the shortlisted yachts.

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ShowBoats Design

The inaugural event honoured the best and brightest talents in



The glittering Mar-a-Lago Club sparkled a bit brighter on 26 October with the first awards ceremony specifically focused on the arts of naval architecture, exterior styling and yacht interior design.

From more than 200 nominees, the editors of the Boat International Media Group created a shortlist of quality projects in each category. Our jury was comprised of four superyacht owners – specifically chosen for their interest in design issues – two naval architects, a senior yacht captain, an experienced yacht chef and six design professionals from outside the superyacht industry. Anticipation mounted for the announcement of the winners during a gala dinner in the dramatic Grand Ballroom of the exclusive Palm Beach landmark, a fitting backdrop for the presentation of golden Neptunes.

Boat International is pleased to present the winners of the 2010 Design Awards on the following pages. Further details can be found at www.showboatsdesignawards.com.



Awards

yacht design

2010



Thank you again
for everything! The
symposium: excellent;
the awards: fabulous;
and the hotel: exquisite!

ADAM VOORHEES
Young Designer of the Year 2010





We, as a design studio, truly appreciate the platform that *BI* and these awards provide for all of us in this industry, and will endeavour to keep creating and designing vessels that can stand proud in this arena of your creation

J. DAVID WEISS
Designer,
Omega Architects

Once again you have been able to give new life to a historical event in our industry. The Gold Neptune is now the most important recognition in yacht design

FABIO ERMETTO
Sales and marketing director,
Heesen Yachts



SHOWBOATS DESIGN AWARDS 2010 WINNERS

Interior Design: Displacement Motor Yacht

Terence Disdale Design for *Hurricane Run*

Interior Design: Semi-displacement or Planing Motor Yacht

Robert Lowden, Armani Casa and Christensen for *Odessa*

Interior Design: Sailing Yacht

Rémi Tessier for *Riela*

Exterior Design and Styling: Motor Yacht

Andrew Winch Designs for *Cloud 9* and *Slipstream*

Exterior Design and Styling: Sailing Yacht

Dubois Naval Architects for *Salperton IV*

Naval Architecture: Motor Yacht

Burger Design Team for *Sycara IV* and Sunseeker International for *Evil Zana*

Naval Architecture: Sailing Yacht

Dixon Yacht Design for *Liara*

Interior Layout

Terence Disdale Design for *Hurricane Run*

Bespoke Furniture Design

Keech Green and Paul Glover
Furniture for the expanding dining table on board *Blind Date*

Galley Design

Design Unlimited and Dubois Naval Architects for *Bliss*

Crew and Service Area Design

CMN for *Slipstream*

Interior Recreational Area Design

Andrew Winch Designs for the bridge deck of *Cloud 9*

Exterior Recreational Area Design

Heesen Yachts and Eric Benqué for the sun deck of *Jems*



Tender Design: Limousine Tender

Tim Heywood Designs for the tender to *Cakewalk*

Tender Design: Sport Tender

Vripack for the tender to *Brandaris Q52*

Design and Technology

RDT for the *Tempus* medical data transmitter, and Dixon Yacht Design for the telescopic lifting keel of *Liara*

Newcomer of the Year

Wetzels Brown Partners for the interior design of *Chrisco*





The ceremony was a very nice evening and the whole experience has been amazing. Staying at the Breakers made the conference more enjoyable by being in the same location

RON HOLLAND
Ron Holland Design



For a full list of finalists and winners, plus photo galleries and video footage of the evening, log on to

WEB: www.showboatsdesignawards.com

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superyacht design



It was a great symposium with very important topics and I was positively surprised by the owners who came and shared their views, because this was very helpful as well

PETER LÜRSSEN
Lürssen

I have to really think hard about how you will improve it. I thought it was excellent

HOWARD MEYERS
Chairman Burger Boat Company and owner of *Ingot*



This is the first symposium I've been to and I have thoroughly enjoyed it. I found it enlightening, educational and enjoyable

TIM HEYWOOD -
Tim Heywood Designs

I think it was very interesting, as usual: I've been to all three of them. I look forward to it

JOSEPH VITTORIA
Owner of *Mirabella V*



I think it was really interesting; if I can say even better because all the parties involved in this industry were there, from owners to designers

PAOLO MORETTI - RINA



I think it was a very inspirational two days. We heard from owners about the excitement of building a yacht. We would all aspire to do that but we also recognise what the challenges are

MARK BODDINGTON
Silverlining



symposium

2010



THE GATHERING OF KEY PLAYERS GRAPPLED WITH ISSUES AFFECTING THE INDUSTRY IN IN-DEPTH DISCUSSIONS AND FRANK EXCHANGES OF VIEWS

The third annual Superyacht Design Symposium was held in Palm Beach, Florida, as the intellectual filling sandwiched between the Monaco and Fort Lauderdale boat shows. For two October days, the blinds were drawn on the oceanfront ballroom at the historic Breakers Hotel while 200 delegates listened to each other's views and expert testimony on topics as diverse as amphibious aircraft tenders, eco-conscious construction and the design implications of the Maritime Labour Convention (MLC) legislation.

The programme began with the most challenging issue: the ramifications of the impending MLC legislation, which will have

a serious impact on the arrangement and size of crew areas for yachts in commercial service. The discussion was introduced by Alan Dabbiere, former owner of *Constance*, who is understandably keen to know how these regulations will affect him and his family when they build a yacht in the 40 to 50 metre range.

'The staffing requirements are mandating the type and number of our crew, not just their allocated space,' said Dabbiere. 'For crews, yacht charter is a series of wind sprints not the marathons of commercial shipping. The rules don't take that into account.' Dabbiere, who thought he would be in the design phase of his next yacht by now, admits he is sitting on the

sidelines largely because of this issue.

Peter Southgate of the Cayman Islands Shipping Registry said that on the surface the MLC seemed appropriate as seafarers had been outside the protection of labour laws; existing standards lagged behind the development of the shipping industry. By establishing a standard under which all seafaring nations agree to operate, as with IMO and SOLAS, it was designed to ensure seafarers benefit and level the playing field for all ships engaged in commerce on international voyages or entering foreign ports. 'Unfortunately, it is likely that all MCA LY2-complying yachts will need to meet MLC regulations,' said Southgate.

'We were asleep,' said Michael Bremen of Lürssen Yachts. 'Now we have to wait for MLC ratification and then begin to press for exemption. Chances are good that in their 30,000-page document, the word "yacht" does not appear.' With Bremen's sarcasm still hanging in the air, Tony Hambrook, MD of Alloy Yachts in New Zealand, noted, 'Maybe one in 100 yachts over 24 metres is not being built to comply with commercial [charter] requirements, so you can see that this issue is going to affect all of yachting.'

For the naval architects, yacht designers, builders, captains and yacht owners present, the complex and still untested issues for compliance with the MLC commanded serious attention. Few in the industry could have imagined a year ago that yachts in charter service with 15 or more crew were going to need to provide an on board hospital, for example. 'At the moment,' Dabbiere concluded, 'we don't know what to design.'

Theo Hooning, secretary general of the Superyacht Builders Association (SYBAss), noted that the 'Red Ensign group' is sympathetic to the needs of the charter yacht industry and supports drafting a list of 'substantial equivalencies' to submit to MLC governors after the rule is ratified by 30 of the 88 member states, which he expects to be in early 2011. The rule cannot be amended until it is adopted. Such equivalencies would allow owners and designers to 'trade' crew cabin floor space for other amenities such as private heads, single bunk cabins or dayroom recreation facilities.

'This is bureaucrats going berserk,' said Joe Vittoria, owner of *Mirabella V*. 'A typical charter yacht is in service just 12 to 16 weeks a year and while those may be long days for which they make great tips, the rest of the year their work schedule is normal with plenty of access to shore facilities. Why would any European country sign off on this rule when it could kill the entire industry?'

Hooning said that SYBAss has just received consultative status in the IMO, which should finally provide a conduit for input. 'The problem is we are late.'

Referring back to the creation of the MCA designation for commercial yachting in 1997, designer Donald Starkey noted that MLC was 'another fine mess we've gotten ourselves into,' and encouraged SYBAss to look at the problem

from the owners' point of view rather than that of crew jobs. 'Otherwise, perhaps my future yachts will be dhow-shaped with fishing chairs on the back and a machine gun on the front.'

On the other side of the equation, Chris Dlugokecki, development manager for Lloyd's Register said he sees the MLC as a contributor to the sustainability of safe yachting. 'Working and living conditions aren't the issue on most yachts; causes of fatigue are. The spirit of the MLC is to stimulate the spirit and motivation of the crew. Three years ago we were worried about crew shortages and retention. This rule is setting minimum standards that will address the causes of fatigue, occupational health and safety conditions.' He noted that Lloyd's is training MLC inspectors and will not use marine surveyors or auditors to evaluate yachts for compliance.

The group could have spent all day on this topic alone, but after a fabulous lunch in the Seafood Bar, other speakers were chomping at the bit to address legal issues for designers and the free flowing topic of 'What owners want' in their custom yachts, including the next must-have tender - amphibious aircraft.

Designers spoke about creating spaces beyond mere residential needs - for unique experiences, for thrilling owners and for indulging their hobbies. Their comments are discussed in more detail in the 21st Century Design feature on page 54.

Day Two was packed with facts about and analysis of methods for reducing environmental impact and specifically greenhouse gases by both yachts and the yacht-building process.

Engineer Paul Shallcross of BMT Nigel Gee urged designers to 'green up' ancillary systems, for example by using waste heat from gensets to heat pools and ventilation systems, while Nicola Camuffo of Fincantieri issued the challenge to 'spend our owners' money to create real solutions rather than window dressing'.

The Symposium concluded with yacht owner Alex Dreyfoos' presentation on 'Owners' needs for long-range cruising yachts'. Sharing hundreds of breathtaking images from his months-long voyage with his wife on the 41 metre *Silver Cloud* to remote and beautiful corners of the globe, it was a striking way to showcase the ultimate goal for the professionals at the symposium: to create vessels that support each owner's unique dream.

Next event details and contact

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Another wonderful experience. The audience was fantastic and all the presentations were very interesting; I think it's one of the ways we can learn a lot

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• Chrisco, CNB 100 winner of the ISS Best sailboat from 24 m to 40 m Award.



• Chrisco, CNB 100 winner of the ISS Best Interior - Power or Sail Award.

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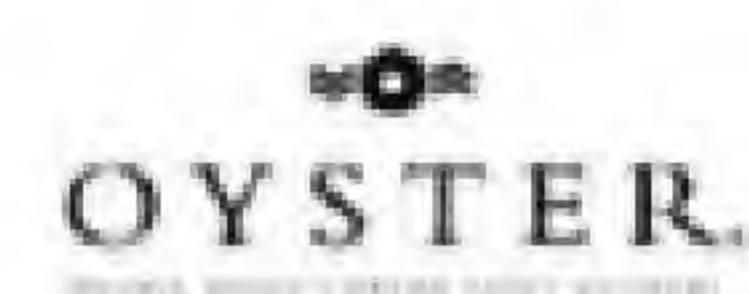
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HAVE OWNERS REVERTED TO MORE TRADITIONAL YACHTING STYLES, OR IS THE FUTURE OF SUPERYACHT DESIGN A BOLDER PLACE? ONE THING IS CERTAIN – NO TWO DESIGNERS WILL GIVE YOU THE SAME ANSWER...

'While new design ideas create a reason to buy,' said Stefano Pastrovich during the Superyacht Design Symposium in October, 'the relevance of design changes during a crisis.' There is little doubt that the superyacht industry as a whole, and by logical extension the industry of design, has been through a crisis since 2008, when global economic problems carried our industry from the boom times to the shadow lands. So what of the current and future state of design?

'Clients are asking more and more for simple boats with little maintenance,' says Luca Dini, 'and not for boats to show off. They want to sail, enjoy life at sea, go cruising, and they also want larger space and more comfort.' It is a view many designers share.

'Designs have to be more practical, not radical, not minimalist,' says Barracuda Yacht Designs' Inigo Toledo. 'People want a yacht they can cruise on. They care about detail and comfort. For me design now is not about concepts as it was in the past.'

This might seem to fly in the face of recent launches such as motor yacht *A*, or *Predator*. Indeed, such departures from convention are part of a tradition that harks back more than two decades to the early work of designers like Jon Bannenberg – think Francis Design's *Eco*, or Foster and Partners' *Izanami*. But in spite of the rush – particularly pre-2008 crisis – to draw wild, futuristic designs, radical styling is still the exception rather than the norm. 'A lot of designers have no experience in shipbuilding,'

Above and right: the Remora concept from Claydon Reeves, which has been reworked to a 100m version, combines sculptural external elements with an architectural interior featuring double height spaces

Kingship

The Asian builder adds to its range with a 156 and a marinised take on the SUV



Kingship has added a range of three rugged explorer yachts to its portfolio, based on the concept of a four-wheel drive car – a real go-anywhere cruiser – and developed in collaboration with Hydro Tec naval architects. Dubbed the Ocean SUV, it will be offered in three sizes – 26.18m, 35.36m and 45.8m.

'Today there is a need for something that is lasting,' says Sergio Cutolo of Hydro Tec. 'An SUV is an all-round vehicle that offers comfort and luxury, but also economy.'

Efficiency and maximum volume for minimum length were key criteria, which is demonstrated ably by the baby of the range, the

87. 'The 87 is just under 200GRT, which I think is the biggest volume you can get in the 24m size range,' says Cutolo, 'and a 7.4m beam gives huge cabins – it's comparable to a 35m yacht.' The SUV models will offer ranges from 5,000 miles for the 87, to 9,500 miles for the 148.

The yard has also unveiled its

superyacht design

21st CENTURY DESIGN

words: Tim Thomas



BI CATCHES UP WITH 2010 YOUNG DESIGNER OF THE YEAR ADAM VORHEES DURING THE SUPERYACHT DESIGN SYMPOSIUM
PAGE 62



ARE YOUR INTERESTS PROTECTED? JOHN LEONIDA TALKS COMMERCIAL REALITIES FOR DESIGNERS
PAGE 65



WE ALL SUFFER FROM GAS (GEAR ACQUISITION SYNDROME) FROM TIME TO TIME, SO CHECK OUT OUR ULTIMATE WISH LIST...
PAGE 66

new Kingship 156, a 47.5 metre contemporary take on the 'gentleman's yacht' styled by Donald Starkey on a hull by Azure Naval Architects.

'She's solid, good-looking, comfortable and reasonable,' says Starkey. 'I've always had a very practical approach to my designs and crew like,

dare I say, working on my boats. That is the approach for the 156 - the general arrangement functions very well. And it does allow for a number of changes. Maybe that's what this market needs.'

The 156 will offer a maximum speed of 15 knots, with a 10,000-mile range at 10 knots.



superyacht design

says Michael Leach. 'Some of these concepts are great for inspiration, but you can't get a yard to build it. Terence Disdale once said you have got to work from the inside out – some of the concept yachts are just blobs.'

'A lot of concepts go wrong where designers completely ignore the practicalities,' concurs Mike Reeves of Claydon Reeves. 'However, we don't have a clear feeling that people are going conservative again, and we hope it goes the other way. There's a whole new crop of clients, and when the industry recovers it will probably be more avant garde.'

'It's not just about how it floats,' adds James Claydon, 'but about structure, bulkheads, compartments. My lecturer used to say "it's very difficult to get a boat wrong – they are inherently beautiful", but you can add so many details you can destroy it. People currently are going a bit safer – they are thinking of the charter market, and considering the resale value much more. But there is still space for a yacht like *A*, which has a young owner with a taste for something different – like art, it provokes a reaction.'

Recent years have seen the rise of the stylist. Many of the current crop of designers come from backgrounds in industrial or automotive design, and there is no doubt that this has played a huge role in the changing nature of the design process. 'A lot of design,' says Michael Leach Design's Mark Smith, 'takes cues from another clever industry – cars.' Mike Reeves also likens yacht design to the car industry. 'Around eight years ago BMW launched a new range of cars, and everyone was horrified – but now everyone has copied the chiselled styling.'

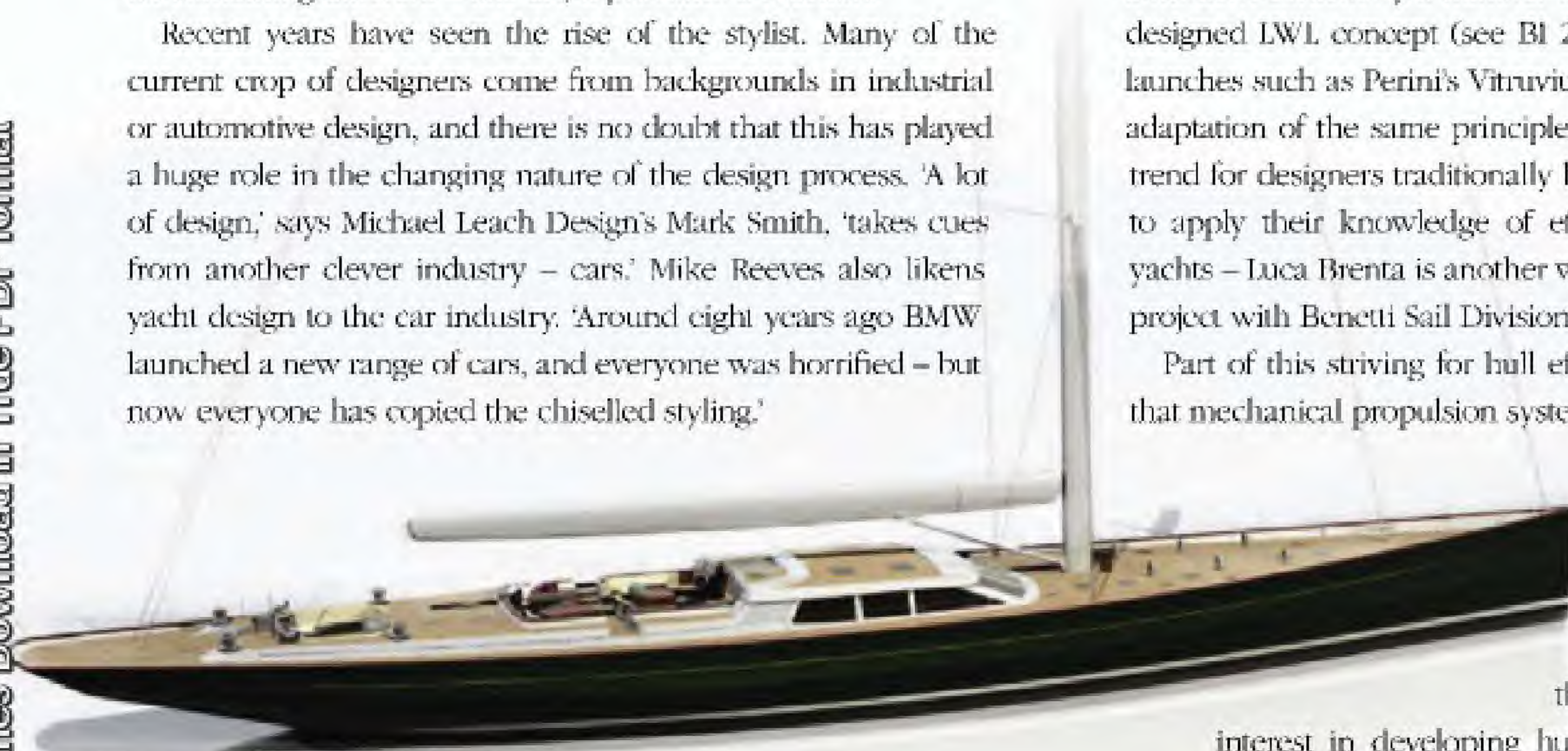
But if the styling of yachts delivers polarised opinion, designers agree that there is a changing attitude towards 'green' design. 'Green items are in,' states Erik Spek of Azure Naval Architects. 'I think the future is for less resistant hulls, absolutely. And I think owners will accept the compromises,' he adds, 'as that hull form offers more benefits than concessions.' Cor D Rover concurs. 'There have been changes in the last two years, and people want green, they want fuel economy,' he says.

This has led to a surge in designs based on long, narrow displacement and semi-displacement hull forms, such as Van Oossanen's Fast Displacement Hull Form (FDHF) for which a patent has been applied. 'The FDHF hull is as good as a round-bilge displacement hull, but is capable of speeds of 25 to 30 knots for a 45 metre yacht. Hard-chine hulls push a lot of dead water at lower speeds, as they have 25 to 30 per cent more resistance.' The concept for long waterline/displacement hull forms stretches back to the early years of the 20th century, and has been developed in a modern context by a number of designers. The Nigel Irens-designed LWL concept (see B1 276) is one such, and recent launches such as Perini's Vitruvius yacht *Exuma* have a basic adaptation of the same principle. Indeed, there is a growing trend for designers traditionally based in sailing yacht design to apply their knowledge of efficient hull forms to motor yachts – Luca Brenta is another who has embarked on such a project with Benetti Sail Division's Logica range.

Part of this striving for hull efficiency stems from the fact that mechanical propulsion systems have currently reached a plateau in development. 'Right now we're not seeing advances in propulsion efficiency,' says Donald Blount, 'so there is currently significant interest in developing hull forms that will minimise



Left: classic aft overhangs for a Baltic 170. Top: this 74m wave-piercer cat from Ken Freivokh draws on fast cat ferry design. Right: minimalist deck design combined with a performance hull for this 110 cruiser-racer from Nauta Design. Far right: H2's reverse bow styling for a 40m Bilgin



Danish Yachts

Three designers, three yachts – the best things come in threes for Danish Yachts

The Monaco Yacht Show was a busy time for builder Danish Yachts. With its current Project 116, 38m fast dayboat nearing completion, and its history of diverse projects (including a J Class, a 44-knot dayboat and naval vessels) it was perhaps no surprise that three new designs were being offered to the discerning boat-buying public. Spanning a broad range of

design cues, from innovative deck features to super sleek styling, three different designers had been brought on board to deliver the yard's new vision of the future.

The first concept comes from Cor D Rover, a series of three designs at 34m, 38m and 46m and labelled the

Quadradeck series. 'During the recession last year I worked on a concept which I originally called the "triple bridge". It was developed because there is a market for smaller yachts but which bring the quality of life found on board larger yachts. The largest of the Quadradeck designs still comes in under the 500GRT limit.'

The concept is based on the idea of maximising interior space, and offering a huge variety of possible

configurations for internal arrangement, and key is the addition of a quasi-raised pilot house. 'I have given the best place on board (where the captain usually resides) to the owner,' says Rover, 'so the upper deck is not the bridge but an owner deck. Where the owner's cabin was, on the main deck, there is now an option for a VIP cabin, and you have two high quality rooms above the main deck.' The innovation does not end there, though. 'The configuration allows for seven guest cabins on the 46m version, six on the 38m – and on the lower deck you could have a large garage, or perhaps a mezzanine

style lower deck, like a café, with 60m² floor space.'

A further innovation is the sun deck, referred to as the 'James Bond deck'. Up here, side balconies would be incorporated into the mast sides which could be lowered to create a vast open-air platform – some 13m of beam on the 46m yacht, increasing deck space up top by more than 40 per cent. 'The balconies could be built in composite as they are not taking the structural loads of, say, the transom door, or you could even do them in glass,' says Rover. 'I have a client retrofitting this to his 47m as we speak.' This combination of trideck and RPH yacht has





been patented worldwide by Cor D Rover.

The second design to be showcased was a sleek carbon flyer from the boards of Rainsford Mann Design, which would utilise Danish Yachts' skill in high-tech composite construction to the full. Dubbed the AeroSpeed 18, it has been conceived as a 'supercar for

the seas', with various drivetrain options offering performance of up to 60 knots. To be built as a limited edition of 35 units, the AeroSpeed 18 can be fully customised right down to the external livery, and each will be built with Formula 1 technology with a carbon/epoxy hull. With a 6-sleeper 'max density interior' or a

dayboat-styled 'low density option' offered, the yacht could be used either as a superyacht tender, or as a fast cruiser in its own right. The first one is due to be launched in mid-2012.

The last yacht unveiled at the Monaco show was a reconfigured version of the 116 currently in build at the Skagen yard. Designed once again by Espen Oeino, the AeroCruiser 38F MkIII takes a more angular profile and benefits from the addition of a subtle flybridge. 'The superstructure is new, and features extensive use of glass,' explains Oeino, 'and the flybridge is added without it being perceived as being one deck more. The windscreen opens forward straight onto the

foredeck which creates a breeze through the interior. I also believe people spend 95 per cent of their time outside on yachts, so the whole concept is to open up the sides and front to encourage much more use of the interior space.'

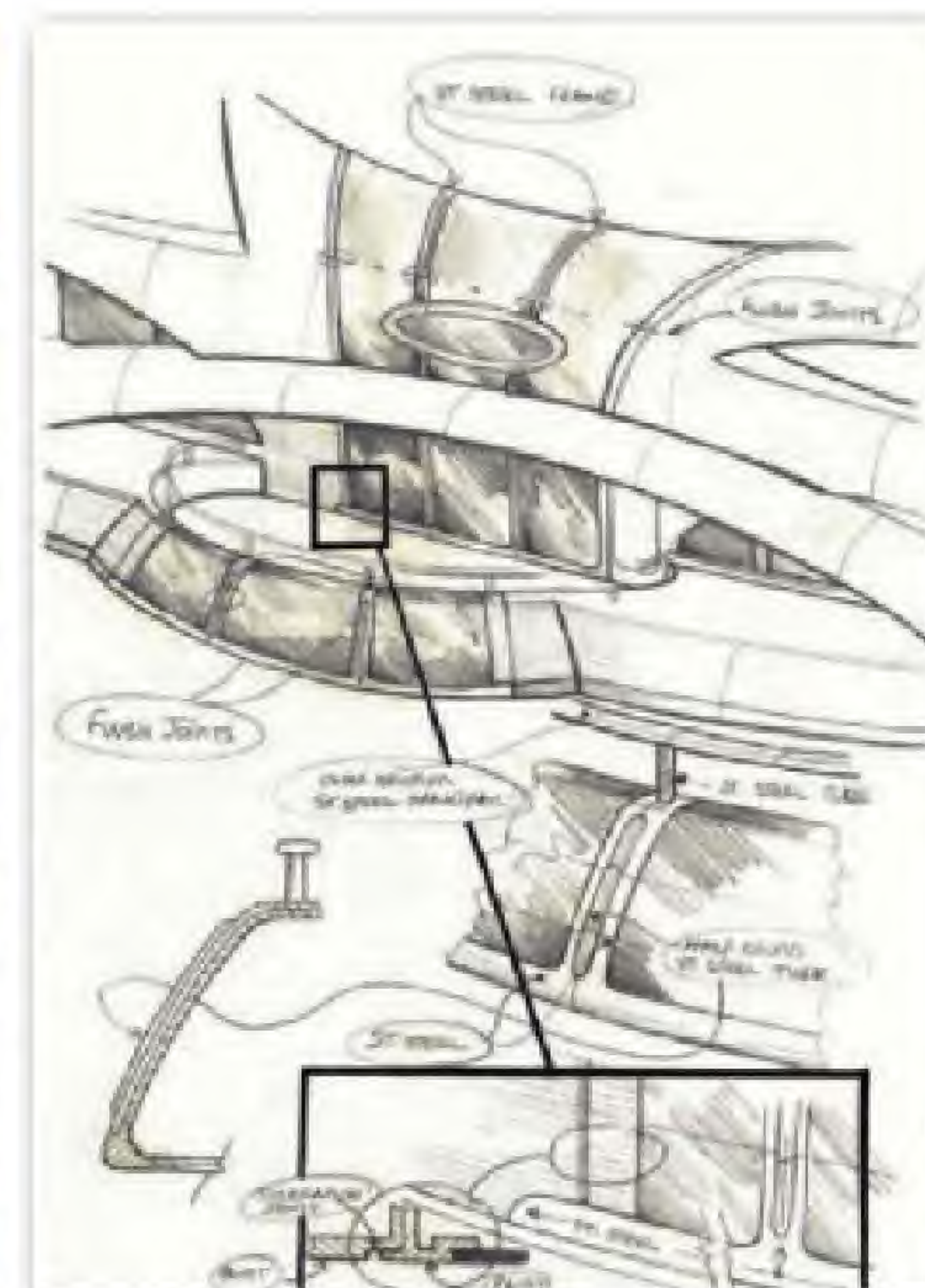
Performance will be similar to the existing 116 design - which is capable of topping 60 knots with a larger twin-diesel engine option fitted - but Danish Yachts is also considering developing a different hull form for less speed combined with an alternative propulsion option.

Indeed, this drive for the balance between speed and economy runs throughout Danish Yachts' philosophy, and at the pre-build stage clients will be able to set the balance between efficiency and performance. The yard will also be offering the potential to add IPS drives to some of the models it has been showcasing.





Above: the Devonport/Rolls Royce 3000e 90m rugged explorer platform gets a sharp superstructure designed by Rupert Mann



Humphreys Yacht Design

Take a classic racer, and turn it into a classic cruiser...

'I was asked to do a J Class under the rule by the owner of Arkin Pruva Yachts,' enthuses designer Rob Humphreys. 'I think of Js as being *the* boats. But I also began to realise that

the Js are almost too compromised by their history – they require a demanding draught from a cruising point of view, and there is the constraint

of beam.' So Humphreys turned his pen to drawing the Tempus class, a truly stunning cruising yacht that draws on the J Class lines for its inspiration. 'It's very humbling to see what the

original J Class designers were doing with the tools they had. I have tried to be respectful to the Js, but have come up with something that works – fair form stability, appendages in the right place, and you can do things from an accommodation and deck layout point of view, with half an eye on potential chartering. So Tempus has five guest cabins and a huge owner's area. The interior is semi-custom, and will be relatively in period.'

For the owner of the first of the Tempus class – which will

carry a ketch rig – the preference of his yard is for cold-moulding, adding an extra layer of classic authenticity to the project. 'I was given a bit of a free hand in the design,' continues Humphreys, 'so we could also build up or down the range.'

'There's such an ambience about the Js, they're so lovely, and I hope Tempus doesn't dishonour that stuff! But it's good business too – there's a huge interest in that area, and therefore it's a relatively safe investment.'



superyacht design



drag to deliver fuel efficiency and increase range.'

Modern build materials too are playing their part, with carbon construction being seen as offering not just performance gains through weight-saving, but also reductions in propulsion requirements. Says Cor D Rover: 'Carbon builds are more environmentally friendly in the construction phase, and they offer decreased fuel consumption in the post-delivery phase.'

Perhaps the biggest opportunity for 'greening' comes from systems rather than the hull forms. 'In a 500 mile passage aboard a 110 metre yacht, 62 per cent of the yacht's power is used for heating and ventilation systems,' says Paul Shallcross of BMT Nigel Gee. 'One solution is to use waste energy from gensets to heat pools and the ventilation system. 'Typical genset efficiency is 35 per cent – if we raise that to 53 per cent, it would save the entire CO₂ output of 57 people for an whole year.'

Not everyone is convinced, though. 'A boat is welding, it's burning fuel, it's paint, etc – so I don't believe the "green" label,' says Inigo Toledo. 'Yachts can be made more efficient, like cars, but it's really little more than a marketing tool.'

Like styling and naval architecture, interior layout and design is also seeing a shift as designers recognise the changing perception of social areas and their use. 'When we proposed the new Kingship 156,' says Kingship founder Roger Liang, 'our brief for Donald Starkey was that most people are outside most of the time, so we should design for more outside space. Starkey agreed, so developed a smaller superstructure with a lot of exterior space.'

Alongside this growing trend for inside-outside living is that of interiors being thought of in terms of space and light. 'People are

less inclined to give up their comfort,' says Inigo Toledo. 'They want their yacht to be like their home, and they have good homes!' Architectural methodology is certainly being introduced to yacht design. 'Architecture equals space and proportion,' says Mike Reeves. 'Architectural spaces are usually quite decadent and spacious.' Adds James Claydon: 'You also have to consider the way the planning is so closely tied with the external elements. It's partly knowing what you want the exterior to look like, but it is also planning internally – perhaps not making it feel like a boat inside.'

'Owners are realising there's no need for a boat to look like a boat anymore,' says Peter Buescher of Donald Blount and Associates. 'There is no reason anymore for a "typical" layout.' A recent concept work from DLBA, known as the PCF53, ignores hydrodynamic elements to concentrate on what is possible for interior spaces and the breaking down of boundaries. 'It has a very, very open floor plan,' explains Buescher, 'with the aim of knocking down as many boundaries as possible and reducing the interior compartments.' Such ideas abound across the industry, but there is often a further brake on development – classification rules. 'I would love Class rules to evolve with design,' says Buescher. 'There is a gap between what we as designers and engineers can do, and what they will let us do.'

'Spaces should be designed to suit moods,' says Greg Marshall, whose recently launched *Big Fish* employs an innovative take in many areas of function and form. Moreover, her follow-up sistership, *Star Fish*, will push the boundaries even further, incorporating such high-tech features as deckhead video screens that will be fully interactive.

Top: a sketch for the Phantom 55 by Pendennis, developed for a client. Opposite, from top: radical stealth styling from Sigmund Yacht Design, based on a naval destroyer concept hull; sketches of the window arrangement for Project Orca by Michael Leach Design and the finished version

RMK

One efficient FDHF hull, two great designs...

In case you hadn't already noticed, there appears to be a growing trend toward yachting that, if not exactly 'green', focuses on increasing the efficiency of the hull to reduce fuel consumption, increase performance or offer a measured balance of the two.



Turkish yard RMK Marine is the latest to offer this form of semi-displacement yacht with the launch of two new 49m designs based on one hull – the innovative Fast Displacement Hull Form developed by Van Oossanen in The Netherlands.

'We wanted a new product,' explains RMK's director Mike Burnham, 'which was distinct and notable as an RMK brand product that would appeal to a wide market sector. We talked to lots of people and thought about it for a year. Firstly, it was to be a motor yacht; secondly,

it would be sub-500GRT; and thirdly, it should endure in the market. We talked to Perry Van Oossanen about a hull form for a "fast transit" semi-displacement yacht. We also brought on board the best designers – Frank Laupman of Omega Architects and Espen Oeino. We think we've come up with an alternative to a standard series build where all yachts end up identical to each other. So the engineering is the same, but the concept, layout and styling is very different.'

This much is evident from



the two models that have been proposed. The Oeino design (left) focuses on making the most of interior spaces, with acres of glass and opening

doors, and a vertical stem and stern. The Omega version, by contrast, features smoother contours with a 13m aft deck leading to a theatre-style stern.

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Above and right: making more of the interior – interactive deckhead screens will be a feature of *Star Fish*, Greg C Marshall's follow-up to *Big Fish*. Middle: semi-enclosed version of the Maori 75 from Nauta Design



Right: The PCE53 concept from Donald L Blount and Associates. The folding platforms at the sides are possible from an engineering point of view – but would the classification societies prevent the yacht from being built?



However, not everyone agrees. 'Yacht interiors should be designed not around residential requirements but created for "unique experiences",' claims Dan Lenard. 'We shouldn't design more spaces, but bigger spaces – rooms where you can experience things like nowhere else on earth.'

'We are all collectors – collectors of travels, memories, art, stories, etc' says Jonathan Quinn Barnett. 'Many yacht owners belong to the same club, the "I've seen it with my own eyes" club. The yachts we design should facilitate their membership in that club.'

While opinions may vary, one thing is clear – the process of design is alive and well. 'Clients want something new,' concludes Mike Reeves. 'It's up to designers to show clients what they could have. There's a lot of room for design out there – you've just got to find the right client...'



Benetti Sail Division

The trend toward slender-hulled motor yachts continues with the Logica range

In an era where 'green' yachting is gaining traction, we can expect to see more slender hull designs making their mark in the motor yacht sector. And if the Philippe Briand-designed Vitruvius yacht *Exuma* caused a stir on her launch earlier in the summer – what, a sailboat designer turning to motor yachts? – then the Benetti Sail Division looks set to create more ripples with its announcement of the Logica range. This range of five svelte

and slender models – a 96, a 105, a 115, a 147 and a 160 – mark the first time that sailing yacht designer Luca Brenta has turned his hand to a motor yacht.

Take the BSD 147 Logica, for example. This 45m yacht boasts a 42m waterline on an 8.8m max beam and a lightship displacement of 330 tonnes.

'We have always been careful not to over-design,' says the Luca Brenta Yacht Design Studio. 'Sailing vessels are designed to the millimetre,

and within the same overall length there is a third of the displacement and a couple of decks less. Working with higher volumes and different decks used for different purposes, a newer yet "gentle" style was key.'

The BSD 147 Logica will provisionally offer a cruising speed of 14.2 knots on its displacement hull, with a projected range of 2,700 miles which will increase to 4,600 miles at an economical 10 knots. Accommodation will be

offered for 10+2 guests, with crew areas catering for a complement of 8+1. There is little doubt that longer, narrower hull forms are gaining popularity, and if

words overhead at the Cannes boat show are anything to go by, Benetti Sail Division believes its Logica line to be more than a match for the Vitruvius range.



21st CENTURY DESIGN *future perfect*



TO CHECK THAT THE FUTURE OF YACHT DESIGN WAS IN GOOD HANDS, WE SPOKE TO YOUNG DESIGNER OF THE YEAR WINNER ADAM VORHEES



There's no doubt that the last couple of years have been tough for aspiring young designers, with studios reluctant to hire until the superyacht market showed positive signs of recovery. For Adam Vorhees, though, this was no deterrent. A lifelong sailor, he studied business at the University of Arizona before taking up environmental design at Pasadena. 'Besides a passion for sailing, I have always been very creative,' he tells me over lunch during the Superyacht Design Symposium in October. 'When I was aged seven, I was determined I was going to be the next great Lego designer! I also have an entrepreneurial spirit.'

Vorhees graduated from Pasadena in 2008, right at the height of the global economic crisis. 'I made lots of contacts with studios,' he relates, 'but most were not hiring. So I started out on my own, just designing boats to my own parameters, looking at innovations that hadn't been explored. A lot came down to what I see as future areas that need to be addressed, and what clients will want in the future.'

Vorhees submitted the winning entry for the 2010 Young

Designer of the Year competition, held by Boat International Media in collaboration with RINA and sponsored by Camper & Nicholsons International. 'My entry started with the understanding that it would be very conceptual and without reference to specific Codes. I purposely chose to ignore the naval architecture aspects just to drive home the point – the idea was to transform the traditional hierarchy of space on board. So the social interaction is on the main deck, then there is a pyramid of power – most guest areas are above, and the very upper deck is given over to the owner. The bulwarks also fold down, giving a connection to the sea and breaking down the interior/exterior division. I am always trying to subvert the standard notions of what space can be.'

After winning the YDY prize, Vorhees was invited to visit the Lürssen yard along with the other finalists – a trip which turned out to be very fruitful. 'It led to a collaboration with Lürssen to show two concepts at the Monaco show in September. The first was the award-winning entry, and the second was a development of that, brought by Lürssen to a point where it is feasible to build. I have been really fortunate since the Young Designer competition to have met the right people...'



Vorhees' YDY entry sought to challenge conventional thinking on the use of space in superyachts (above and top). Below: the 91.5m Aurora project, developed in collaboration with Lürssen, explores new ideas for multifunctional spaces and the connection between exterior and interior living



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words: John Leonida, Clyde & Co LLP
illustration: courtesy of Claydon Reeves

21st CENTURY DESIGN dream traders beware

YACHT DESIGNERS ARE THE CREATORS OF DREAMS BUT NEED TO BE MORE HARD-HEADED WHEN IT COMES DOWN TO THE BUSINESS OF CREATIVITY

'Design is a business where creativity is traded for a price, but in my experience designers' grasp of commercial reality is tenuous'

Designers do not play dice with the yachts they create. With each line they draw, with each calculation they solve, with each dream they capture, designers bring reality to the imagination of those of us who look to the seas and dream of water-borne adventures. Be they fresh out of college or venerable old men (or women) of the sea, designers are taken for granted, yet without them a yacht is a pile of steel sitting on a dock next to piles of marble and teak and a flotilla of gearboxes, engines, sails and other parts. As Charles Eames said: 'Design is a plan for arranging elements in such a way as best to accomplish a particular purpose'.

Although great design is what *Boat International* celebrates, we have to remember that great designers also have to be fed. They have to invest in people, software and education. Design is a business where creativity is traded for a price, but in my experience of working with many designers, both as clients and as the sorcerers employed by my clients to conjure up their yachting fantasy, I often see that designers' grasp on commercial reality is tenuous.

Essentially they just want to create and they hope that they will get paid for what they do and that their work will not be pillaged.

A typical designer excited by a phone call, a chance meeting from a prospective owner, will be enticed into creating a few ideas. Some will spend days looking for that flash of brilliance in the hope that this will turn into that the job that will carry their design studio for the next few years. The design is delivered and nothing more is heard. It is like that first date with a person you fell madly in love with and you are sure that it went well, but she or he never returned your call. Then you see that same person with someone else whom that prospective future love chose instead of you, and as you see your design glide down the slipway with someone else's name attached to it, you wonder: 'What did I do wrong?' The answer is you did not safeguard your business. You created something as part of a pitch, but create something you did. Designers shouldn't be so eager to shoot off a design speculatively unless they are willing for it to be taken and claimed by someone else. Why would anyone want to give away for nothing the life blood of their business? Simply sending the design to yourself by registered post and leaving the envelope sealed until your lawyer needs the proof, is a simple way of establishing who originally produced the idea.

Designers need to educate their clients on the dynamic between designer and client. The client should be asking whether the

designer should or could design a yacht. He should be enquiring whether the designer has the skills and experience. But he should not be asking for a design for free.

Let us assume the client wants to formally engage a designer. The designers are keen to start immediately with the drawing and creating, and see the contractual side as an irritation. They may have a standard contract, used for years, which, when put to serious scrutiny, bears no connection with reality. I recently finished negotiating a design contract for a significant project with a designer who is a naval architect of some repute. He had without problem used his particular form of design contract many times, but when faced with this project, I was not only unsure what the client was buying from this designer, but also whether the designer knew exactly what he was delivering or his role in the project. Throughout this process the designer just wanted to get on and design and felt that the big bad lawyers (namely me!) were frustrating this.

Even if the contract is balanced, how do you stop your designs being stolen? Or guarantee that you will be paid? No contract, however good, can protect the designer from the unscrupulous owner. The owner will always be wealthier than the designer – he could always hire astute lawyers and take the fight on for much longer than a designer could ever afford both in time and money.

We have advised several designers who knew who their 'real' client was but were faced with a contractual client who was a brass plate in an offshore jurisdiction. Seemingly there was no direct link between the 'client' and the brass plate. In the good times, signing a contract with an offshore company would be kind of safe, but a malicious owner wanting to avoid paying his bills can hide behind the offshore company and indeed many have done so. The solution? Seek the personal guarantee of the human who signed you up so you can protect your payments. Protect your intellectual property and the design you produce by clearly stating in the contract who owns the intellectual property. Let the shipyard and the owner know that you own the intellectual property and that any licence that you have granted to the owner will be immediately withdrawn and that the shipyard will become a target for the designer should it continue to use unlicensed designs in the building of the yacht.

The reality is that there is always a risk in providing professional services but designers have to be tougher. It is better to have a backbone than a wishbone!





SECOND TO NONE

Ulysse Nardin has been expertly steering captains and crew with faultless precision with its marine chronometers for 160 years. In September it launched the limited edition Monaco 2010 Marine Diver, of which only 100 have been made. The timepiece has a specially treated stainless-steel case with a rubber coating and is water resistant to 200 metres. Another classic timepiece, Moonstruck is a revolutionary astronomical timepiece that can tell the moon phase in any location in the world and the current tidal status and trend in relation to coastlines and oceans. It is available in a limited edition of 500 pieces in 18 carat red gold (€69,000) and 500 pieces in platinum (€89,000). Finally, for the woman who has nearly everything, The Lady Diver Starry Night (pictured) looks good both 100 metres under the sea and at cocktail parties. The black or white dial is set with 27 diamonds. Self-winding, the diamond-set rotor in 22 carat gold is visible through an open 'exhibition case' back. Prices start at €20,000.

WEB: www.ulyssse-nardin.com

Power surge

SeaBob, inventor of the fastest water and diving sled in the world, has launched another souped-up, super-slick luxury toy. You'll need to move fast to be one of the 100 owners of this limited edition underwater plaything, the Cayago Magnum Special Edition 100. Featuring a cutting-edge sonar system for diving and the latest compass technology, this high-tech toy can be navigated at high speeds underwater and in poor visibility. Powered by an energy pack comprising a 33kg lithium-ion accumulator, the engine is fitted with 10 gears, propelling the driver/diver through the water at top speeds. Price: €78,000.

WEB: www.seabob.com



WishList

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words: Claire Griffiths



VOX OLYMPIAN

Finished in American black walnut on a solid beech frame, with gunmetal bronze horns that have diamond cut 24 carat gold ends, this loudspeaker from UK specialist company Definitive Audio goes beyond sound reproduction to deliver 'a fantastic emotional experience'. Callibrated worm drives adjust the drivers to any acoustic space, and the rigours of a marine environment and unstable voltages have all been considered in the design. The price for a base pair comes in at £179,000 ex tax, but for this glorious, hand-finished rare wood version, expect to pay around £328,000 ex tax per pair. Definitive Audio can also realise highly customised speaker designs if you fancy something truly unique.

WEB: www.livingvoice.co.uk



FAIR PLAY

Even losing on the backgammon set 'Papillon' from French company Deuce doesn't feel too painful. Handmade using 18th century French cabinet-making skills, the game sets are made from ebony and stained pear tree with bone marquetry and inox details. The dice and counters are handmade in leather. Marquetry and chequers can be adapted to suit colour preferences. Prices start at €25,340. Deuce also makes a range of multi-game tables and chess sets.

WEB: www.deuce.fr



BEDDING DOWN

Drawing inspiration from the elegance of the Ottoman Empire, Istanbul-based Haremlique produces pure Egyptian lace-edged cotton and fine needlework. Bed and bathroom linen, bathrobes and sleepwear are available plus scented candles, soap and other accessories. Haremlique can also provide a bespoke service of made-to-measure ware. You can wake up and smell its own brand of coffee, too. Prices for a set of bedlinen with pillow cases start at around €620.

WEB: www.haremlique.com

Sky's the limit

Icon Aircraft claims it is leading the way in designing cool, safe and affordable sports planes. The Icon A5 is a two-seat amphibious plane with retractable gears for flying off land or water. Patent-pending technologies include folding wings that will allow the plane to be towed on the road, a propeller guard, 'angle of attack' indicator and quick-deploying parachute. It has a maximum speed of 120mph. The Icon A5 can be flown using a light sport aircraft licence which requires a minimum of 20 hours in-flight training – half the time of a traditional private licence. Base price estimate: €101,000.

WEB: www.iconaircraft.com

CREATURE COMFORTS

Germany's Cygal Art Deco produces handmade art deco furniture using exotic wood veneers for yachts and homes. Company owner Peter Cygal began restoring originals 25 years ago and its restoration service is now complemented by a bespoke order service. Try lying back in this leather-embossed cinema sofa and keeping your eyes open. Prices start around €12,000.

WEB: www.cygal.de



LIGHT FANTASTIC

French artist Yann Kersalé has collaborated with crystal manufacturers Baccarat to launch indoor/outdoor light wands called 'Jallum'. The rechargeable beacons have crystal and electroluminescent diode tips and an anodised aluminium lower section and are stored and recharged in a solid base (set of four). Price: €2,500.

WEB: www.baccarat.com

Top brass

Samuel Heath, a British manufacturer of brassware since 1820, has launched a range of bathroom fittings using quality solid brass which is hand-plated and polished in up to 34 individual processes. The Fairfield collection, with hand-cut crystal levers, starts from €799 for taps and from €1,930 for showers, excluding VAT.

WEB: www.samuel-heath.com





Cripes... it's a bike

If you can imagine sitting on a tricycle with the handle bars behind you, you're half way to understanding the YikeBike mini-farthing. Promising a smooth ride while folding up to a super-small size, the YikeBike is reportedly the smallest and lightest electric folding bike in the world. Built from carbon fibre composite, it runs on a lithium iron phosphate battery (40 minutes recharge) with a top speed of 25km per hour and a range of 10km. It has a fold-up time of under 20 seconds, but it may take you a little while longer to learn how to ride it... Prices start at €3,495.

WEB: www.yikebike.com

SQUARE EYES

Things have just got even larger with this 152in 3D HD plasma display screen, the world's biggest television, recently launched by Panasonic. Available with pedestal or wall-hanging bracket, the 4K2K retails at €500,000.

WEB: www.panasonic.net



LET IT FLOW

French bathroom accessories manufacturer THG has teamed up with designer Olivier Gagnère to bring a new twist (and roll) to the bathroom. Convex and concave curves reminiscent of a wave are framed by cross handle or lever taps in the Bagatelle series. Available in chrome, gold, luxbrass and nickel. Black stone and gold-finish faucets around €4,658.

WEB: www.THG.fr



SUNNY SIDE UP

LMV's Lasy Solar sun bed self-orientates according to the position of the sun, or is controllable at the touch of a button. If things start getting a little hot, this circular lounger has a built in Mist Breeze system to cool you down and you can carry on without lifting a finger. Solar powered, it doesn't need connecting to the yacht's main power source and it also has an adjustable head support. Built-in LED lighting helps enhance the ambiance of the deck at night. Covered in a marine-grade luxury leather, the base can be personalised to suit your taste in carbon fibre, Corian, teak, stainless steel, leather, aluminium or any other material you care to think of. It can also be adapted and customised into different shapes and dimensions or for residential use. Prices start at €108,000

WEB: www.lasybed.com or www.lmvdesign.com



Table talk

French company Raynaud has been making porcelain in the Limoges tradition since the 19th century and Ercuis first created silverware in 1867. Together they combine centuries of experience with modern know-how. Raynaud has recently launched a coral-esque collection in collaboration with Alberto Pinto. The Cristobal series of porcelain tableware comes in turquoise, coral or chocolate. Meanwhile, Ercuis' new collection of silverware takes styling notes from the 1930s when the

company supplied silverware to the great transatlantic liners. The Transat range by Anthony Dutertre is etched with fine threads.

The Calypso cutlery range has brightly coloured handles with filigree netting and is available in gold plate on silver, or solid silver. Table spoon or fork around €475; knife around €223.

WEB: www.ercuis-raynaud.com



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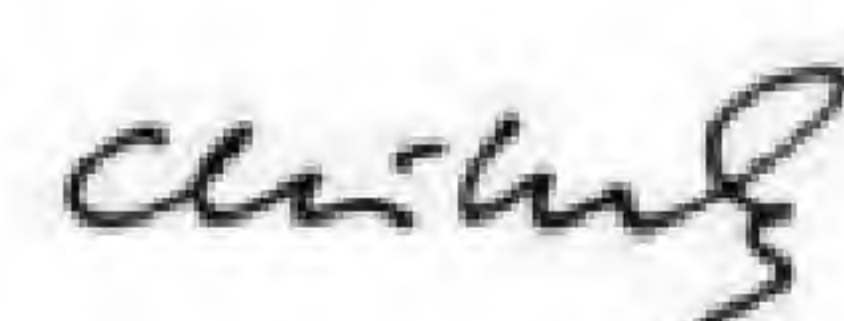
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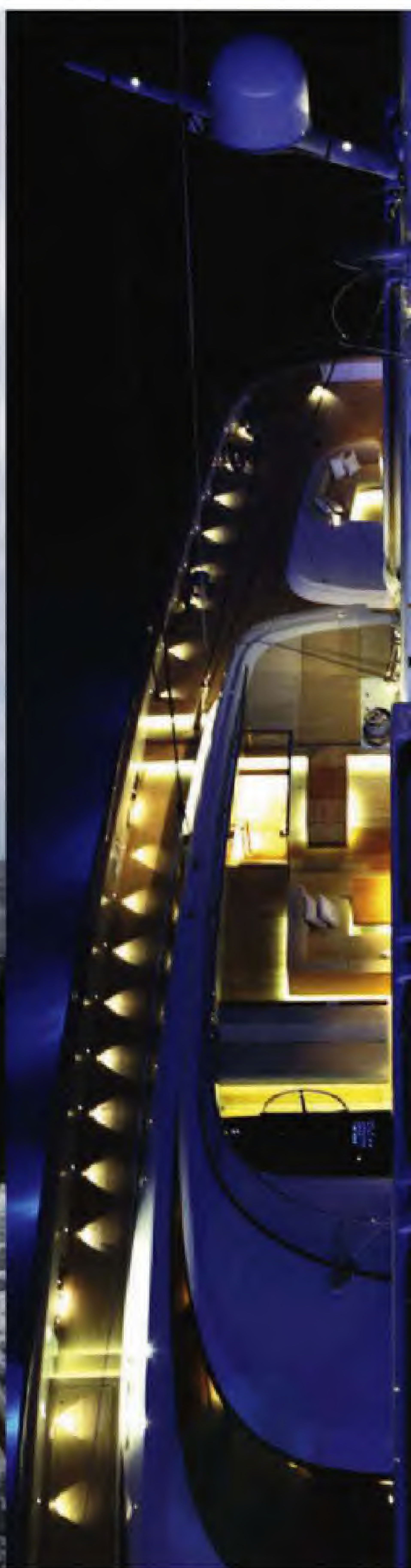
"Studio Spadolini" by Tommaso Spadolini

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WHEN
YOU
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NEW YACHT
AT ANCHOR,
WHAT DO
YOU SEE? HOW
SHE SITS TO HER
LINES, THE WAY
THE DECK
CONTOURS WITH
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THE HEIGHT AND
BALANCE OF THE
MASTS? BUT WHAT
YOU DON'T
APPRECIATE IS
THE AMOUNT OF
EFFORT AND
PLANNING THAT
HAS GONE INTO
THIS PIECE OF ART



twizzle





The custom-developed exhaust system for the generators uses soot burners in addition to water separators and sound mufflers



When the owners of *Twizzle* invited me to a meeting in Holland I hadn't envisaged that I would be part of a discussion about the ongoing development of their 57.49 metre fully custom sailing yacht, and I had no idea that they would, at that time, let *Boat International* literally crawl all over their yacht to get an exclusive insight into her DNA. With the complexity of the build we have covered the yacht in two parts, the full technical article can be found in *BIZ88*, but here we look at the finer points of custom designing.

Remembering a poignant moment while standing on deck with the owner's wife when she turned to me looking quite concerned and asked, 'Do you think people will get it?' Well, let's find out.

The owners are no strangers to superyachts, having started out on the water in a 34 foot Sunseeker, through a series of ever larger motor yachts and then to *Andromeda La Dea*, the 47 metre Perini Navi built by Tom Perkins of *Maltese Falcon* fame. Then the urge to travel further afield kicked in and this was when they deemed that a sailing yacht



Far left: Radio Zeeland and Marine Technologies designed the communications monitoring, navigation and data via the integrated bridge system. Left: The absence of cowls or dorades is achieved by a series of eight ventilation ports in the bulwarks. A customised, Lloyd's-approved snorkel-and-ball system ensures watertight integrity when the boat is heeled



wouldn't form the best mode of transport, where motoring would probably take precedence over sail and a fixed keel would hinder them reaching secluded anchorages. So they changed tack, designed and built the 55.5 metre Peadship motor yacht *Twizzle*, named after a favourite puppet character of one of the children. With many happy nautical miles and memories under the keel, one day they pulled into an anchorage and were struck down with 'mast envy' – and that sowed the seed for the design of *Twizzle*, the sailing yacht.

Reassembling many of their former design team, the discussions and

visits to yards worldwide began in earnest. The owners' brief for a fast, comfortable, go-anywhere sailing yacht with capabilities for a shoal draught and all the finest accoutrements from their motor yacht were the rudiments of the first wish list. The yacht had to look different to anything else – streamlined, sexy, purposeful and above all work in all climates. They also requested a low superstructure height, the placing of tenders under the deck, a boarding ladder and passerelle that worked in all conditions and a beach deck to swim off and arrive at by tender.

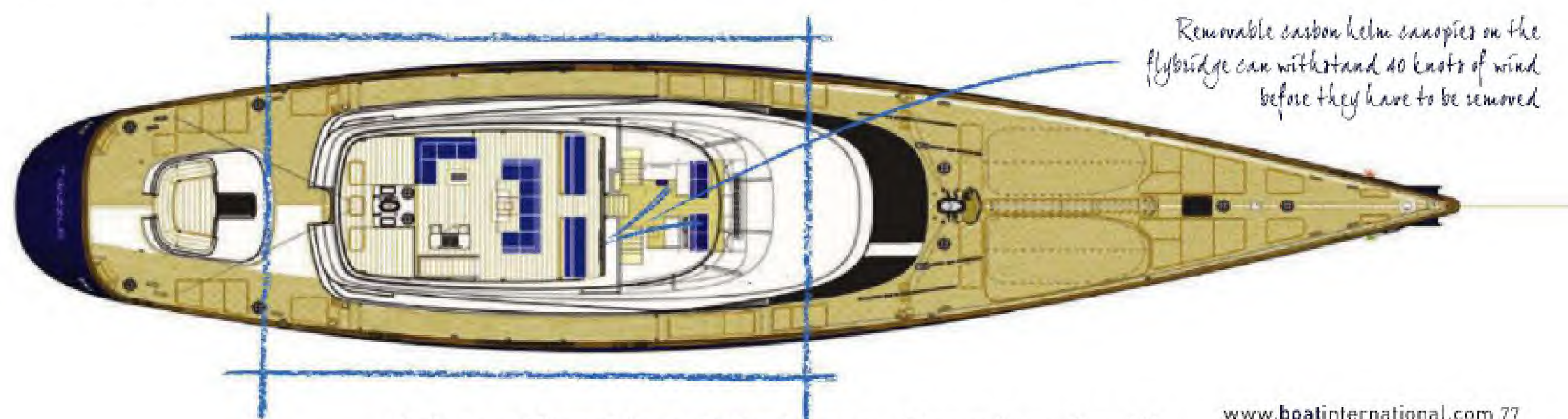
The next chapter emphasised the need for spacious living, large crew quarters, a galley with all the chefs' needs plus lots of storage, spacious and luxurious cabins, several areas for relaxation, a low profile flybridge, an integrated bridge system with all the latest programming and controls, and an engine room that was easy to maintain with plenty of redundancy. Most importantly, they requested an interior volume below 500GT so they didn't have to go into complicated regulatory issues that are associated with large ships. A list like this would probably make most builders want to walk the plank. And by the way, there is no such word as 'no' in the vocabulary of these owners.

Looking at the custom engineering that would need to be done on this yacht, it seemed that there were only a handful of yards around the world that could deliver, but only one that the owners felt could realistically build their 'dream' home on the sea, be close enough for them to visit on a regular basis and treat large or small details equally as high priority items. The yard deemed to have the pedigree to deliver this kind of custom detailing, albeit at a price, is Royal Huisman in Holland. It is a real coup for Huisman as this is its first flybridge sailing yacht and represents one of the most complex and sophisticated builds ever attempted.

Working to a custom brief

I knew from the moment the profile drawing was revealed that this was not only going to be a very exciting experience but a great insight into how totally dedicated and experienced owners propel themselves wholeheartedly into all the processes leaving no stone stone unturned. With 20 people around the boardroom table, discussions for one of 46 other meetings like this began. The two-day itinerary midway in the build outlined the work: lighting issues, the glass tint for the windows, the two bridges, a guest cabin and how to overcome a problem in a cold room off the galley. Representatives from all sectors involved in the build – the yard, the captain, first officer, Dubois Naval Architects for the naval architecture and keel design, Redman Whiteley Dixon for the outside styling and interior layout, Todhunter Earle for the interior styling, lighting consultant Sally Storey, Arjo Spans from Royal Huisman Shipyard and the owners' project manager, Steve Jacover – had notebooks at the ready.

The owners' goals were split in two directions: his, the bridge consults, hers, the crew cabins, coming back together for the lighting and mock-





Far right: the hingeless stern platform folds out revolving about an internal spindle to form a bathing platform at any level above the sea, depending upon conditions. Not a single hydraulic ram, cable or catch is visible. And as if not enough, the Royal Huisman engineers managed an internal bathing ladder that after use is automatically sprayed with a fresh water wash down as it is retracted into its garage within the platform itself

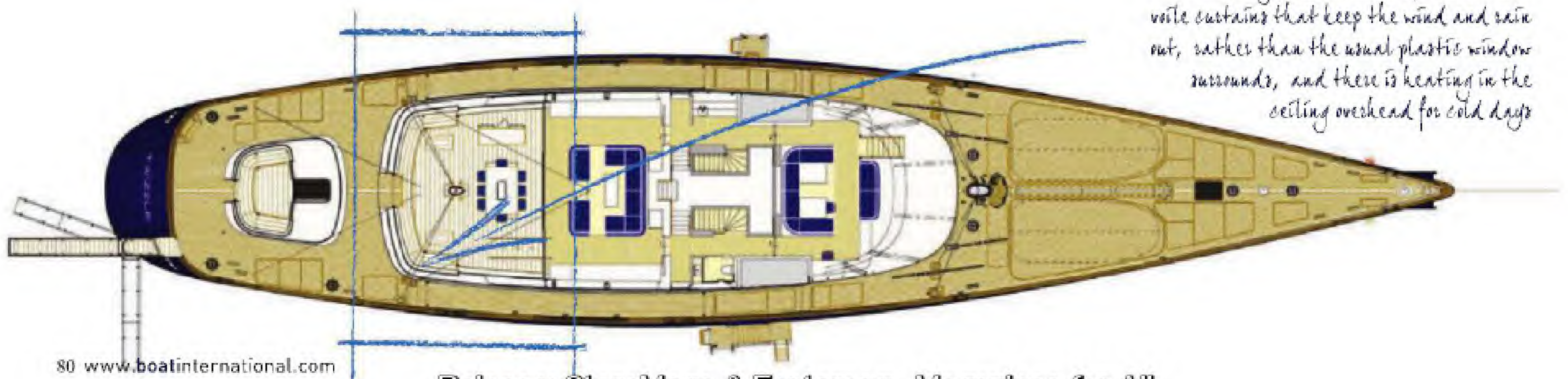


Dubois designed a swing neutral buoyancy daggerboard that increases the draught to 10.4 metres from 3.8 metres and can be fully lowered in one minute





Left: the sunken aft cockpit replaces the need for deckchairs on the aft deck which would roll around when *Twizzle* is heeled over, and above, the main cockpit



On wet days the main cockpit has white voile curtains that keep the wind and rain out, rather than the usual plastic window surrounds, and there is heating in the ceiling overhead for cold days

It's all in the detail. Every glass, plate, vase, cup and saucer has a holder made by the Royal Huisman craftsmen



up discussions. As the teams' mission cracked on at pace it became evident how much time and detail was threaded through the whole yacht by the Huisman team, but they were definitely kept on their toes by the owners who researched absolutely everything and when it didn't exist, it had to be drawn up and executed.

First stop is the shipyard's in-house furniture facility where the whole yacht is mocked up to make sure everything fits exactly. Today we are looking at a 1:1 mock-up of a guest cabin complete with door, bed frames, window recess alcoves dressed with suede-covered shutters and blackout blinds to show the full effect. Everything is checked here from the height of the sill, the mechanics of the blinds, the depth of the mattress on the bed, the décor and the door handles to the length of the stitching and how the detail of the 45 degree bevel to drawer fronts

would compliment the overall styling. Even frames with photographs have been placed on the wall, but a decision to do away with any art on board is final. Changes are made to the colour of the door handles, the length of stitching on the leather and Sally tries three different light effects, gets it right, but then there is a heat problem so it is back to the drawing board.

Nothing is left to chance. In a newly constructed technical laboratory all the bridge equipment, satcoms, instruments and monitors are tried and tested. The tint on the one-way glass is a concern for the owners and the next meeting is with German company Yachtglass, which shows sample tints for windows, but nothing works: the sky looks grey or too blue and the pieces are rejected. A new colour film is to be specially researched and developed by the company, and all goes ahead.



A Finite Element Analysis of glass strength was undertaken to comply with Lloyd's which required a 6kg steel ball to be dropped three times from a height of 10 metres



Later on in the day, a visit on board shows the yacht has evolved from an aluminium carcass to a fledged beauty. Even when she is teeming with workmen, sample after sample is loaded on to the boat by Todhunter Earle's team to check the dimensions from the cushions to the type of fill used for the seating. One of the major late changes on deck was the decision to add a sunken cockpit: no frills, no tables, just a lovely place to sit with a hidden Bimini for overhead protection, an iPod station and an entrance to the owners' areas.

Designed for 21st century living

After four and a half years in the making, it was an emotional experience seeing *Twizzle* anchored off Monaco. Her deep navy hull and prominent style lines gleaming in the sunlight show she is stunningly elegant and purposeful and her two Southern Spar masts dress the yacht's proportions perfectly. It is evident from the moment that you step on board that lighting is important on this yacht from the 'up' and 'down'

lighting on the masts to the interior and underwater lights. There are three settings to create the mood at the touch of a button: daylight, evening and late evening.

Stepping on to the main deck brings a vista worth waiting for; the feel of openness and space is simply stunning. The areas aren't staged, they flow freely – it is difficult to work out where the exterior ends and the interior begins, just as it should be. 'Getting it to look simple and clean is very difficult,' remarks Justin Redman. There isn't a captive winch or a cowl to spoil the lines, instead cross planking is used on the aft deck, flybridge and interior, with fore and aft wide planking of uninterrupted teak with pale grey caulking stretching as far as the eye can see, highlighted by a myriad of tiny lights giving an impression of a continuous river of light. With safety as a priority, high bulwarks, more akin to a motor yacht, add a feeling of purposefulness and an unvarnished caprail, which thickens to accept the genoa sheet track, is as stylish as the curvaceous handcrafted Rondal stanchion rails.



TWIZZLE Royal Huisman

LOA 57.49m
LWL 48.95m
Beam 11.59m
Draught (board down) 10.8m
Displacement 550 tonnes
Engines Caterpillar C32 Acert,
B-rating, 970 kW @2100 rpm

Speed (max/cruise)
17 knots
Range at 12 knots
4,000nm
Generators
3 x Northern Lights, M1066H, 155kW
Fuel capacity 44,150 litres
Sails
North Sails 3DL
Rigging
Southern Spars Rigging EC 6+ ropes
and Gleistein, Spectra

Owner and guests 8
Crew 10
Classification
MCA LY-2 and Lloyd's #100A1, SSC,
YACHT, MONO, G6, [9] LMC, UMS

Naval architect
Dubois Naval Architects
Interior and exterior design
Redman Whiteley Dixon
Interior décor
Todhunter Earle Interior

Charter broker
Burgess London
tel: +44 20 7766 4300
email: london@burgessyachts.com
web: www.burgessyachts.com
Caribbean winter 2010/2011. From
\$273,000 high season/ \$245,000 low
Builder/year
Royal Huisman Shipyard/ 2010
Vollenhove, Holland
tel: +31 527 24 3131
email: yachts@royalhuisman.com
web: www.royalhuisman.com

The state-of-the-art entertainment system is integrated by Harris Grant using Crestron and iTouch remotes in both of the sitting rooms

On the water

With a top speed of 15.4 knots under motor, *Twizzle* is certainly no slouch – but the essence of a yacht like this is, of course, her sailing performance. On her maiden voyage from The Netherlands to Monaco, she clocked 16.5 knots in 20 knots of breeze (and that was without trying), and since then she has exceeded 18 knots. She has even reached 16 knots fully reefed in 32 knots of wind.

I had the opportunity to sail her off Nice, in very different conditions with little breeze and just small wavelets. Many large sailing yachts have serious problems getting going in light airs, and one would expect *Twizzle* to be no exception – after all, she weighs in at 550 tonnes. However, she carries a total upwind sail area of 1,953m² (main, genoa, stay sail and mizzen), and even without the staysail, which can disturb the airflow across the sails in light air, she still boasts 1,764m² of canvas. The huge mizzen and main were set simultaneously in two minutes almost silently – even on the flybridge I didn't notice it. In close to 9 knots of true wind she effortlessly achieved around 8 knots at an apparent wind angle of 40 to 50 degrees. Even as the wind died down to nearly 5 knots she bravely kept a speed of 5 knots.

Twizzle has a neutral buoyancy centreboard that swings down from a minimum 3.8m draught to a maximum of 10.4m in one minute even at speed, and it can be set at any angle. This versatility, combined with her extensive North Sails wardrobe – including a genoa with a 32m foot length (the largest 3DL sail ever made) – offers quite a number of options to react in time to increasing wind strength.

A special pleasure was the steering itself because there was some feedback from the helm – just like on small yachts – thanks to a new fly-by-wire system developed by Royal Huisman. It uses hydraulics and a custom rudder feedback system which measures the axial forces on the rudder stock and converts them into directional loads on the wheel via an electronic actuator. The hydraulic assistance means the feedback is always under control.

In spite of the distance from the flybridge wheels to the jib luff, the telltales can be seen easily, as can the sailing instruments on the fully sunlight-readable screens which can be angled according to the sun's position. Joysticks integrated into the glass bridge allow the helmsman to trim all sails via 19 captive winches. Indeed, *Twizzle* could even be sailed singlehanded...

Jochen Halbe





The owners' suite of rooms follows the style of the other guest rooms. A private stairway leads to the sunken aft cockpit and bathing platform with its own shower



Passing the sunken cockpit you step down into a huge semi-circular main cockpit, where I know the seating fill is the right consistency because I was there when they tried it! The change to natural oak flooring brings you through a wall of open glass for a seamless entry inside. A feeling of calm is immediate with a clever palette of pale colours and textures that you would normally deem too few, against a bitter chocolate and black canvas, accessorised with lamps and candles that set the perfect atmosphere. Storage cupboards masquerade as window seats, secured with hidden magnets to stop them moving when under sail, and entice you to sit and take in the ocean views from the huge windows.

Unlike other yachts, the interior bridge is on a mezzanine deck away from the guest areas. This arrangement caused Redman Whiteley Dixon to squeeze every centimetre of headroom out of the height to avoid the all-too-often 'block of flats' look. So, what is in the place of what would have been the pilothouse? Ingeniously, RWD has created another sitting room, filled with natural light and with a complimentary palette of sea

blues meeting pebble beach colours. Views from here are straight over the foredeck and out to sea through the acres of curved glass, which seemingly disappears magically into the deck. Just one small issue that I noticed was the snug fit for one of the 6.3 metre Castoldi tenders in the carbon fibre-lined bay which only really comes to light when you see the legs of the crew through the windows as they try to manoeuvre a tender with a centrally placed crane past the main mast.

The owners have a suite of rooms aft that will certainly be copied on other yachts. Gone is the double cabin with his and hers aft, instead much more thought has gone into how they will use this area. Entering off the main guest corridor you come into an oasis of cream, white and the prettiest palest wash of colours. Nearly all the furniture seamlessly fuses into the side of the yacht and the deep window recesses. I don't think I have seen a better layout: a walk-in dressing room and separate bathroom for her off the main bedroom, and in his area aft a purpose-built shower room and an office with access straight up into the sunken

The owners have a suite of rooms that will certainly be copied on other yachts. Gone is the double cabin with his and hers aft, instead much more thought has gone into how they will use this area



cockpit. This area can be converted for use as a guest cabin and shower room if numbers overflow.

The guest cabins are all designed to the same theme: silks, cashmere, white cotton and textured fabrics bring a delicious, subtle warmth to the

rooms with just a dash of bright colour for a change in tempo. The shower rooms are cosy and inviting in identical champagne marble. Each cabin has a docking station for an iPhone and individual iPods and an Apple iTouch to control the audio-visual system and televisions.



The captain's cabin is in the guest area with a separate stairway leading directly to the deck above and access to the internal bridge area - crew also use this to service the guest areas



The detail took hours and hours of work to make it look so simple from stem to stern and everything in between and Royal Huisman and Rondal should be very proud



The crew mess takes up a third of the accommodation area of the yacht forward, with the galley a few steps up for ease of service

The crew mess has a massive table for meals and communal gathering and crew cabins all have televisions and iPod holders. The laundry and ironing room is close by so the person doing the ironing does not feel isolated. The chef has chosen all professional appliances for the galley – and yes, the problem with the cold store has been rectified by putting in purpose-built drawers for storage.

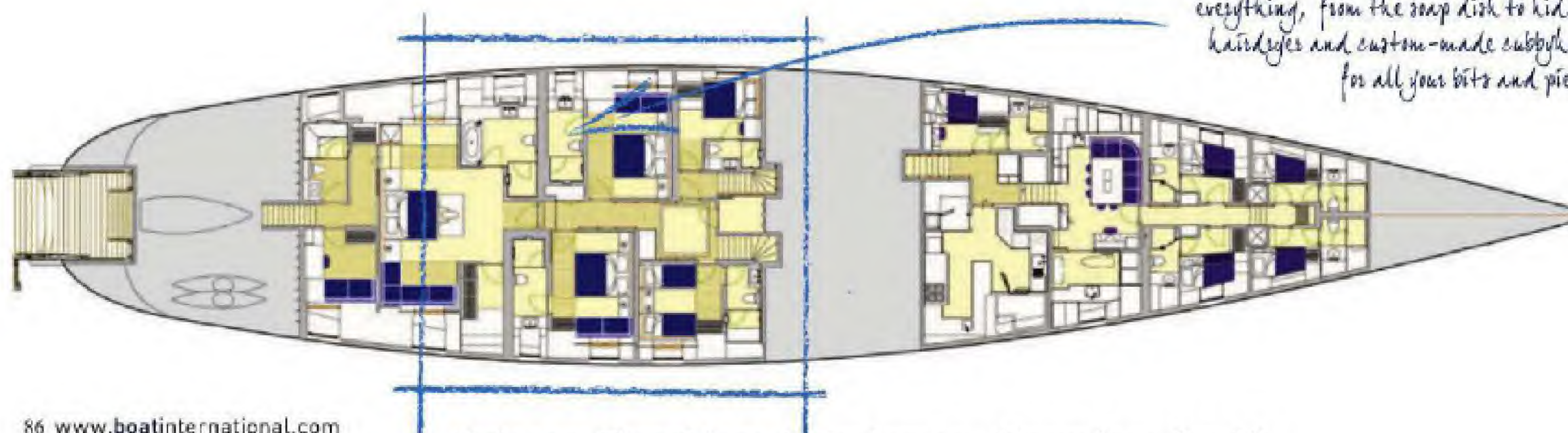
The interior layout has everything that the owners wanted with every centimetre of spare space used for storage. However, nothing looks shoe-horned, in fact, quite the opposite – the whole feel of the yacht's interior is of spaciousness. Moving around the yacht is going to be safe when under way as a great deal of thought has gone into the width of corridors, with handrails and handholds in strategic places.

The flybridge is a masterpiece. Removable twin carbon wheels front a sophisticated driving bridge where the curved glass covers for the monitors and controls are skilfully designed so that they simply disappear out of view at the touch of a button, revealing a dashboard which is simply a work of art. This is the domain of the captain when

racing, but guests will love sitting here day or night. The high-backed seats give shelter from the wind for the cosy seating area behind and where teak pieces of furniture hide a barbecue, fridge and cool box. One item that you will not find up here, or anywhere on the boat, is a spa pool, simply because the owners feel you are on the biggest swimming pool you could ever wish for, so why bother with a tub.

I could whither on about synergy, symmetry and all that stuff, but I am not going to. The fact is that this yacht simply ticks all the boxes, I can't find anything to point out that really wouldn't work. The detail took hours and hours of work to make it look so simple from stem to stern and everything in between and Royal Huisman and its sister company Rondal should be very proud of what their teams have achieved. Between the owners, the designers and builders this yacht is a superb example of 21st century living. Those lucky few allowed to charter her are in for a real treat before the family whisk her off to far-flung places, with the BVI Rendezvous in their sights for her first regatta race.

Do I think people will get it? Oh yes, they will.

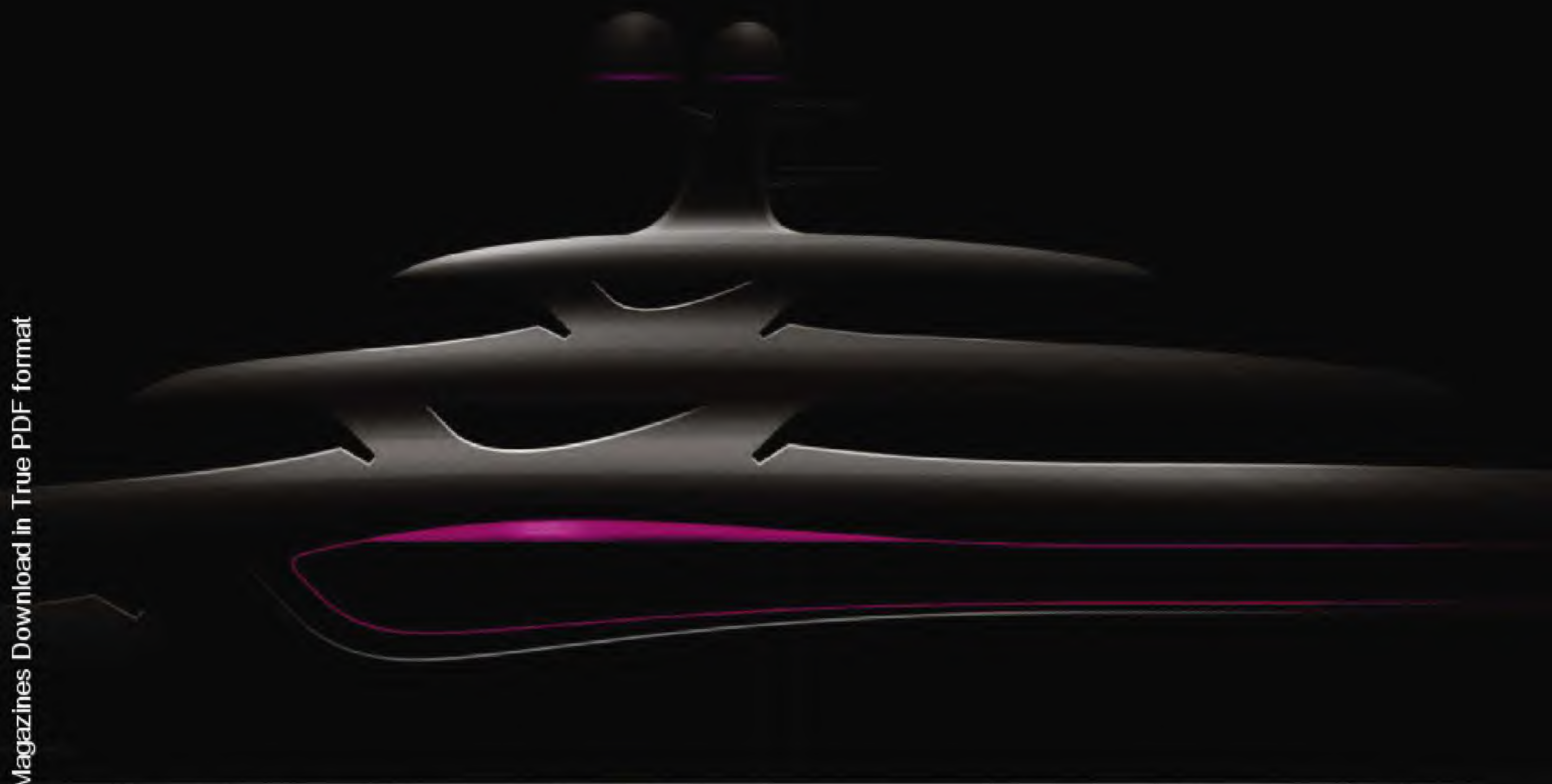


In the guest cabins, detail is everything, from the soap dish to hidden handrails and custom-made cubbyholes for all your bits and pieces

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YES, SHE'S BIG
AND POWERFUL,
BUT THE TRUE
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CAKEWALK IS IN
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2,998 TONNES –
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YACHT BY
VOLUME EVER
LAUNCHED IN
THE USA

words: Marilyn Mower
photography: Jeff Brown/
Superyacht Media;
Andy Frame; Jim Raycroft

Cakewalk

The man behind *Cakewalk* understands manufacturing. His wealth comes from buying small companies and improving them and their profits, often by lending them the capital to bring new ideas to the marketplace or by acquiring strategic partners for them. They make widgets and containers, recycle wood and refine minerals; the products may not be glamorous, but they are things everyone needs on a regular basis. *Cakewalk's* owner grew up when America was the largest manufacturing nation on earth, and like a lot of pragmatic capitalists, is more comfortable with an economy based on manufacturing than on services. The homepage of his company's website begins with the words 'Build Something of Consequence'.

So, long before politicians found it useful to talk about jobs in every speech, long before the public began faulting outsourcing, the owner of *Cakewalk* and his wife decided that they would like to build their next motor yacht in the US.

At 85.6 metres and 2,998 tonnes, no one would argue that *Cakewalk* is not something of consequence. At the risk of stating the obvious, she is the largest yacht by volume to come out of the United States. The only US-built yacht that exceeds her length on deck is *Corsair IV*, launched in 1931.

In 2002, the owner and his family were aboard 'old *Cakewalk*' – a 62.2 metre yacht built by Feadship and the winner of the 2001 ShowBoats award for best full-displacement motor yacht – when *Carinthia VII* pulled into the yacht club at Antibes. The design of that 97 metre yacht stopped

the owner and captain Bill Zinser in mid-sentence and the image of that moment has directed the course of events since.

Even before he saw *Carinthia VII*, *Cakewalk's* owner had already decided that he needed a bigger boat in order to carry larger tenders. Tenders make the luxury yacht experience complete, he believes. Discussions for a new boat began two years later, and by autumn 2005, Zinser had a fairly complete specification ready to share with European yards known for building large yachts. But a bit of discontent lingered at the back of the owner's mind – he wanted to build the boat in the United States and not the least of those reasons was the fact that it would be possible for him and his wife to visit the project frequently during construction.

'Our team firmly believed we could build a yacht of similar quality to northern European yards in the United States, so we began to discuss the project with various American yards,' says Zinser. 'In the meantime, there was no reason not to assemble the same designers we would most likely have used if the vessel was built in Europe.'

The key design element, and the second biggest change from the previous Feadship, would be the profile – and the first call was to Tim Heywood, the designer behind *Carinthia VII*, with a request to design a new *Cakewalk* 'from the rubber gaskets out'.

For naval architecture, Zinser said he and the owner favoured the same approach they experienced with not only their previous *Cakewalk* but also her predecessor, the 40 metre Feadship *Fiffanella*, which was refitted





into a 43.3 metre *Cakewalk* between spring 1995 and autumn 1996. Hugo van Wieringen had been the lead designer on both of those yachts for De Voogt Naval Architects, and van Wieringen, under the mantle of his current company, Azure Naval Architects, signed on to the new project. With the addition of Florida-based interior designer Liz Dalton, who had been on the team for the last four *Cakewalks*, momentum grew for US construction. 'Our decision to build this ambitious project in the US was based on our knowledge of the incredible skill sets available to us in the New York and Connecticut market. Our quality standards are the highest in the industry, and Derecktor assured us they would achieve them,' notes the owner.

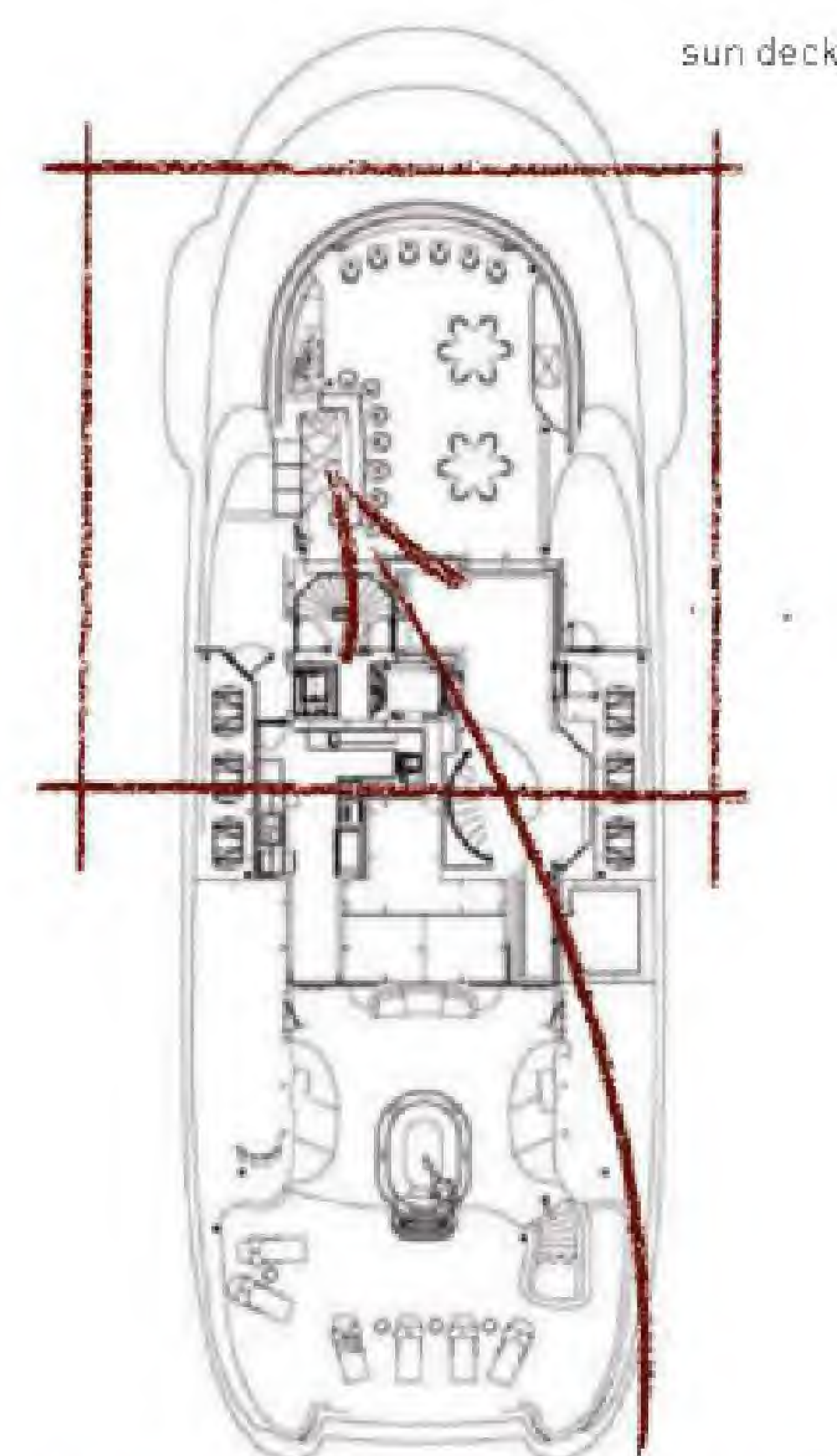
'As it turned out, Hugo already had forged a relationship with Derecktor Shipyard, and the idea of building there did not phase him,' says Zinser, adding that during the first two years of the build the question he was most often asked was, 'Why are you building in the US?' 'My short answer was always, "Why not?" The better answer is that Derecktor has 60 years of yacht-building experience and substantial commercial ship experience as well. One of their yards has turned out 85 metre Coast Guard cutters and another built two car ferries, each over 70 metres,' he explains.

When *Cakewalk* gently floated out of her dry dock on 8 August, 'achievement' was an understatement. The 4,000-tonne dry dock that set her free was also new – it was christened eight weeks before.



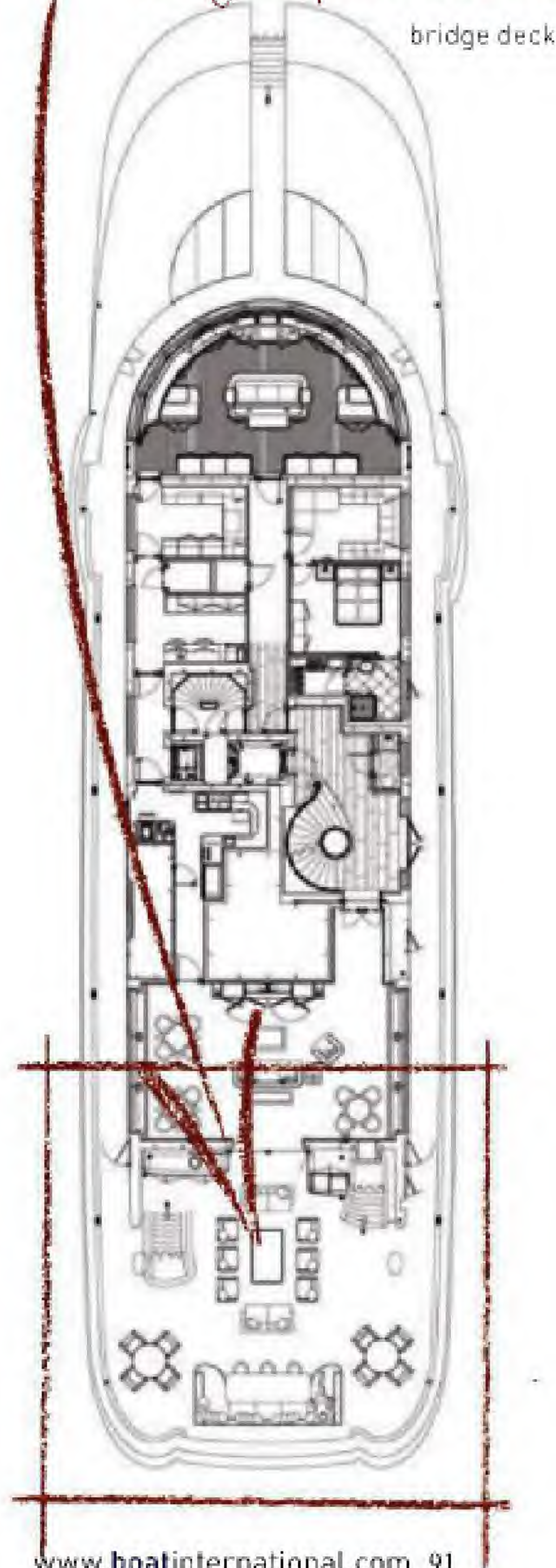
The layout of the bridge deck is the ultimate expression of the planning that went into the yacht – and to the latitude Captain Zinser had in ensuring its efficient operation. The helm console is low for good visibility





The three-zone sun deck has a shadeable lounge forward with a bar

The bridge deck features an alfresco seating area for relaxed drinks



With the exception of a small aft deck area and a saloon for card playing, most of this deck belongs to operations

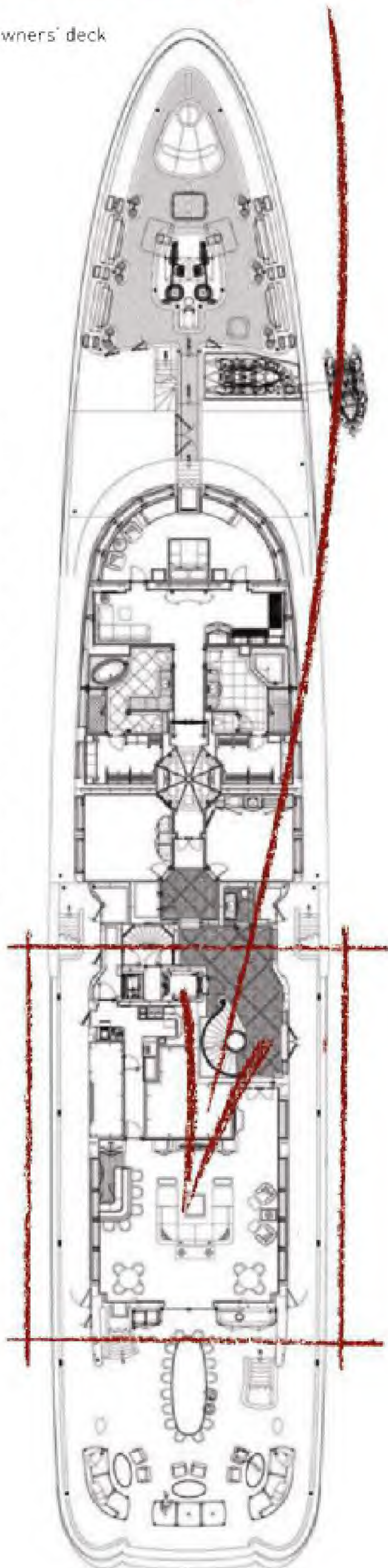
Like many custom yachts, the project started with a shorter target length – in *Cakewalk's* case, 76 metres. 'Everything fit, but the profile looked a bit squat,' says Zinser. At 82 metres, the next drawing showed wider decks, which was instantly recognised as an improvement by the owners. 'We looked at the drawing with Tim, and the owner asked if it wouldn't look just a bit better with a longer bow and stern, suddenly here was the elegant look he envisioned,' he says. Heywood recalls that the only sensitive item was the length. 'They were very clear that 85 metres was big enough,' he says.

While long ends, strong horizontal lines and a sweeping sheer define the profile, the interior brief had several details: a central staircase, an



The owners' private saloon (main picture), called the Oak Room, has a cozy seating area and a bar. The room is also configured as the yacht's cinema. A large screen is hidden behind the painting

owners' deck



All the way forward, facing windows that sweep 180 degrees, is the owners' bedroom with a canopied king-size bed

elevator and all guest suites on the main deck. With a beam of nearly 14.3 metres, these things were not only feasible, but possible on a grand scale; she presents three times the volume of the previous *Cakewalk*.

While van Wieringen worked on structure, systems, weights and balances and stability analysis, Dalton refined Heywood's general arrangement around a family and charter-friendly interior and used 3D geometry to create the staircase. While some yachts grow remarkably heavier during build as owners take the opportunity to add features, van Wieringen notes that at launch, *Cakewalk* was exactly on target.

While everything about *Cakewalk* is bigger, the central staircase, designed by Dalton and fabricated by Zepa, which begins its graceful





pirouette through the yacht at main deck opposite the starboard entry doors, is truly impressive. Although the rolling wrought iron balustrade, cherry handrails and carved newel posts with gold-plated rosettes extend to the highest deck, each of the landings has a slightly different theme. On the main deck, the raised panels behind the staircase have been painted white, which, in concert with the Jerusalem grey gold limestone underfoot, sets off the architecture like jewellery.

With all six guest suites and a supernumerary cabin on the main deck, this starboard foyer also serves as the entrance to the guest area, where all cabins are equal in size and appointments and open off a centreline corridor 18 metres long. 'Although we charter, the layout was specifically

designed to provide the most comfort and convenience for not only the charter guests, but our family as well,' explains the owner. 'For us, this means all guest suites are located on the main deck, which provides not only larger quarters, but larger windows. This is a significant improvement over typical guest suites being located below the main deck.'

Dalton explored a classic theme in the guest suites with raised-and-fielded panels, crown moulding, and even the desk chairs. Each suite has a different colour scheme introduced with fabrics and the stone selected for the heads. 'Our brief was for an interior with architecturally interesting spaces,' says Dalton. 'Not too formal, but still exuding the fitting degree of classic details that the owners are comfortable with and which a yacht



The owners' private area is not a just suite but a full deck, including his and hers bathrooms, each with adjoining dressing rooms, a massage room and an office. Antiques mix with flawless reproductions





of this gold standard has to match. It wouldn't be fitting to have lots of modern, loose furniture rolling around, nor to do without all the lovely crown moulding, plinth blocks, friezes, raised panels and pilasters.

'The wife in this couple is very much the taste master, and she encouraged spaces of different character like the difference in the feel between the main saloon, the owners' saloon and the bridge deck,' adds Dalton. 'Each space provides a certain joie de vivre.'

Cakewalk certainly succeeds with interesting architectural spaces. Most guests will board the yacht from the stern, either from the quay or from a tender. Wanting to balance the sheer scale and drama *Cakewalk's* six cascading decks present from the stern, the aft deck is purposely kept

small. Glass doors open not to a cavernous saloon but to a cosy library with a fireplace, intimate seating and a Steinway grand piano. Also carved out of the nearly 170 square metre saloon is the private dining room, which is uniquely designed as a rotunda on centreline. The table weighs three-quarters of a tonne, according to Dalton. 'Weight was never a problem with this project,' she adds.

Between the main and bridge decks is the owners' deck: forward of the spiral staircase is a private, seven-room suite. A gymnasium is to port, opposite a yoga studio that doubles as a beauty salon and massage room. A series of double doors either keep the entire suite private or allow guest access to the exercise rooms only. Forward of the two bathrooms and

CAKEWALK *Derecktor Shipyards*

LOA 85.6m
LWL 75.1m
Beam 14.3m
Draught 4m
Engines
 2 x 16V 4000 @ 3,306hp
Gross tonnage
 2,998 tonnes

Speed (max/cruise)
 17 knots/15 knots
Range
 5,000nm @ 15 knots
Fuel capacity
 367,000 litres
Generators
 2 x MTU 2000 Series V12 @
 660kW, 2 x MTU 550 Series

@ 350kW, 1 x MTU 400
 Series @ 275kW
Stabilisers
 4 x Quantum
Bowthruster
 Jastram 400kW
Owners and guests
 12
Crew 24

Tenders Riva, Vikal,
 Intrepid, Zodiac
Construction
 Steel/aluminium
Classification Lloyd's
 @100 A1-SSC Yacht (P)
 Mono G6
Naval architecture
 Azure

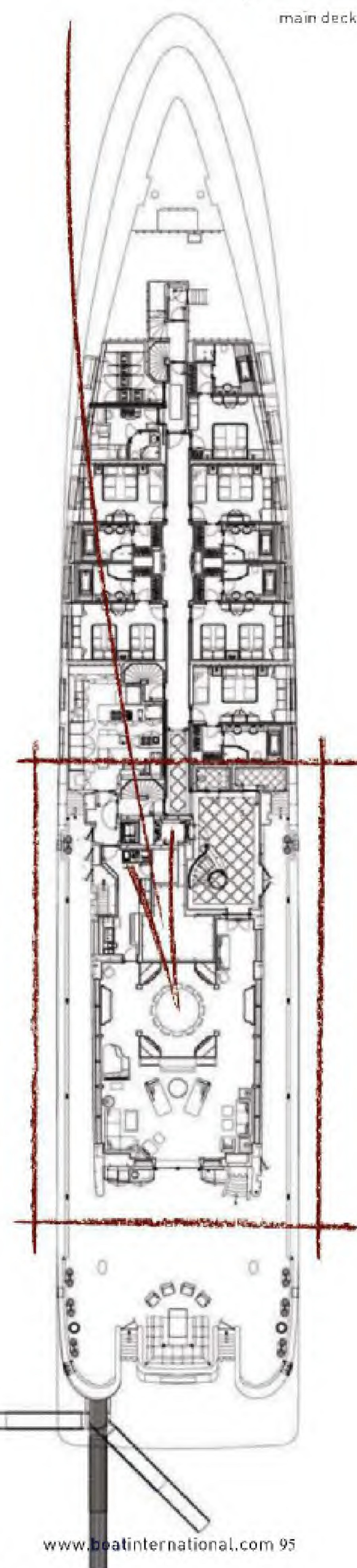
Exterior design
 Tim Heywood Designs
Engineering designer
 BMT Nigel Gee and
 Associates, Gibbs and Cox
Interior design
 Elizabeth Dalton, ASID
Project manager
 Bill Zinser

Charter broker
 Christine Casas
 Yacht Logistics
 Fort Lauderdale
 tel: +954 527 0909
 web: www.yachtlogistics.com
Builder/year
 Derecktor Shipyards/2010
www.derecktor.com



The 12-place dining table is flanked by four floor-to-ceiling rosewood china cabinets - made, as was much of the interior, by Messitt Woodwork - set at 90 degree angles, which serves as testimony to the beam

main deck



dressings rooms is a full-beam sitting room and study while all the way forward, facing windows that sweep 180 degrees, is the owners' bedroom, its signature element a canopied king-size bed.

At the opposite end of this deck is the primary outdoor dining area, which easily sits 16 at one large table but also has three small tables with combinations of fixed and loose seating that hold a similar number of guests. The service bar for this area is within the owners' saloon, which is also the yacht's cinema. As with each of the four decks devoted to owner and guest use, this one is served by a pantry of proportions and equipage that would make celebrity chefs jealous.

With the exception of a small aft deck area arranged for casual dining

Class doors open not to a cavernous saloon but to a cosy library with a fireplace, intimate seating and a Steinway grand piano

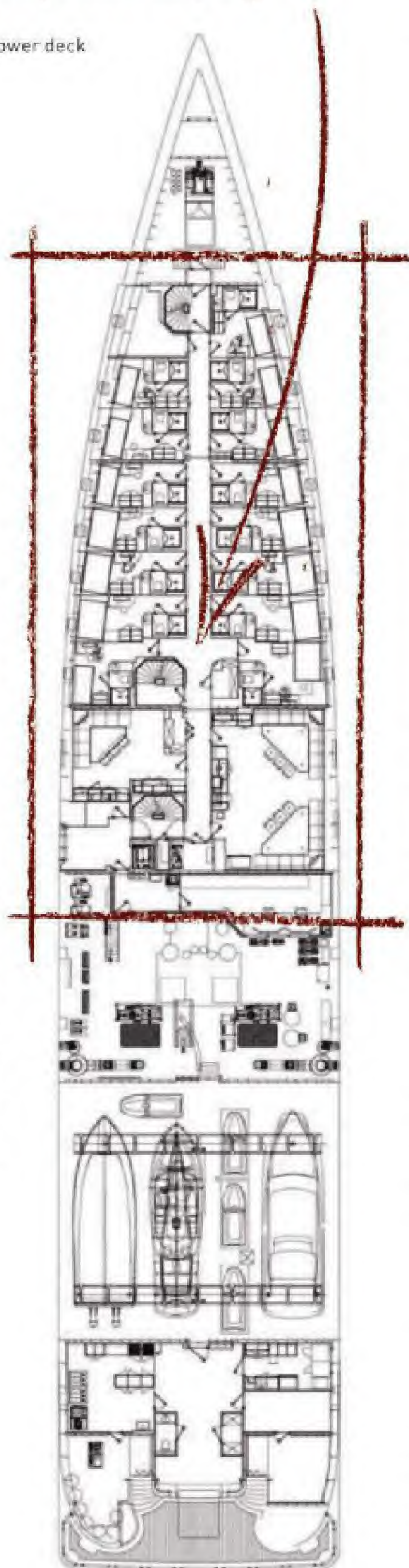


The saloon on the main deck is divided into various spaces, including cosy seating areas and a library. 'It's a room that feels important not just because of its size but also because of its detail,' says Dalton



In advance of IMO regulations, *Cakewalk* was designed with separate crew and officers' messes and six single cabins. From the main deck down to the tank deck, there are three sets of crew staircases for ease of movement and privacy.

lower deck



and a charming saloon for card playing, most of the bridge deck belongs to operations. Although the bridge is enormous and features three seating areas, auxiliary spaces are really the stars. The captain's office is arranged with three workstations for visiting service technicians. The crew office is separate from the radio room, both of which are independent from the navigation area where two computing systems run simultaneously for redundancy.

As to the space that drove the entire project, the 'boathouse' is aft of the crew area and systems control room on the lower deck. A pair of overhead cranes handle movement of a 11.3 metre Vikal limousine tender also designed by Heywood (and winner of the 2010 ShowBoats Design Award for limousine tenders), a 10 metre Riva Cento and a 10.7 metre Intrepid sportfish with twin Volvo diesels and a lowering hardtop, plus four PWCs. With the extras such as toy stowage and dive gear in other areas, this bright, white climate-controlled area is totally dedicated to tenders and their maintenance.

To accomplish the build, Zinser and Paul Derecktor agreed on a system of subcontractors and on the owner's team supplying a significant amount of the equipment. A great deal of the physical beauty is due to Merritt Woodwork and Zepso Interiors, which worked with the Derecktor team on Dalton's intricate interior and furniture. To manage the build and

construct the dry dock that would eventually launch the yacht, Paul Derecktor turned to his brother, Tom, to direct the army of workers and subcontractors and coordinate daily with Zinser's team. 'It's the first time we've had this sort of relationship with the owner and a build team; it's a real collaboration,' says Paul. 'When you go to a project of this size, that alone is typically the challenge, but our project approach was uncompromising. I'm proud our people built *Cakewalk*. I'm proud of the economic impact it's had on the area for four years.'

Derecktor is by nature quiet. He brushes aside talk that the project was built under the world's largest microscope and that a lawsuit brought by a former customer delayed *Cakewalk* and nearly derailed the yard, preferring instead to think in terms of the completed yacht. 'My father always said the product should speak for itself,' he concludes.

'Take a look at the exterior woodwork,' says Heywood. 'The guys have shaped, smoothed and lacquered until there was no way to improve their work; it is craftsmanship of the highest order.'

As for the owners, they too brush aside the nearly 12 month delay in *Cakewalk's* delivery. 'A vessel of this magnitude always takes longer than anyone projects. I take a long-term view of every investment I make. In view of the design, technology, and quality, the end result is clearly worth the wait,' he says. 🌊

'With MTU for engines and generators, Heinen & Hopman for air-conditioning, Van der Velden for the steering and Bardwell for the navigation, we are ending up with essentially the same boat we would have built in a European yard,' Zinser says





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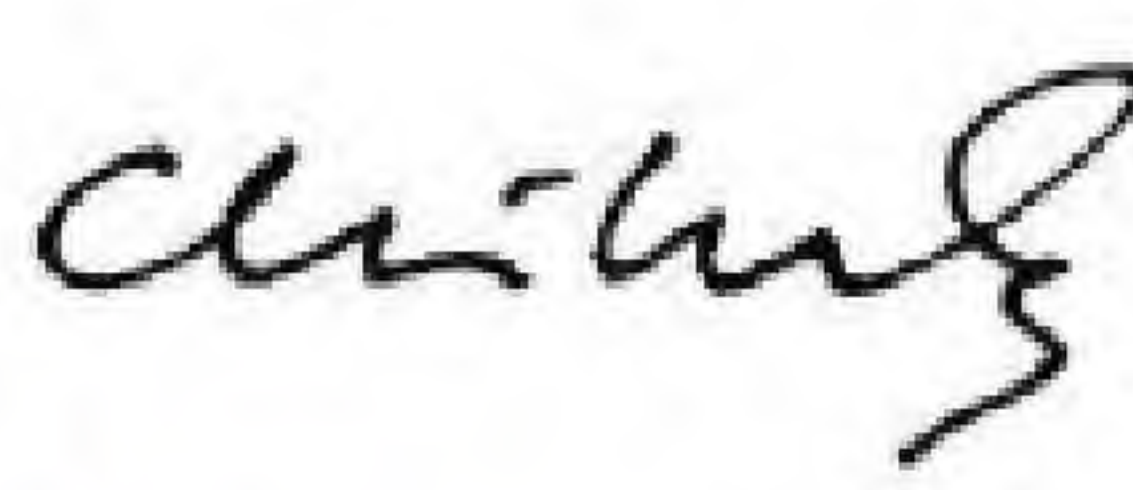


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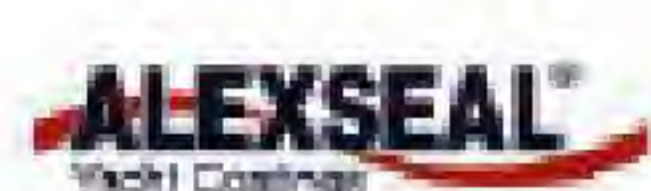


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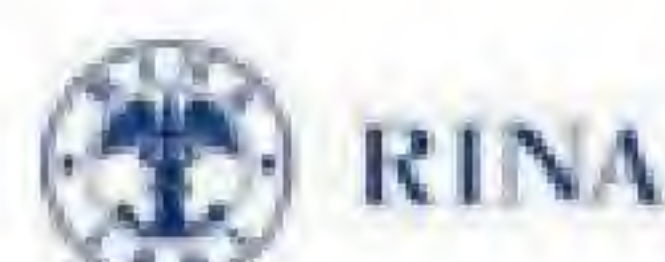
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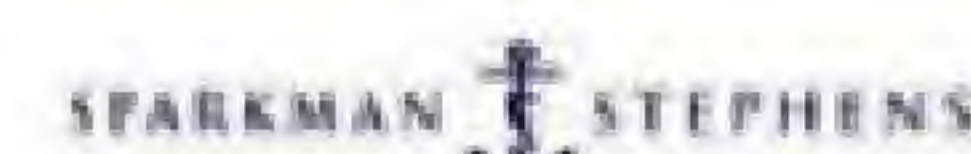
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THE MAR-A-LAGO CLUB, PALM BEACH, FLORIDA

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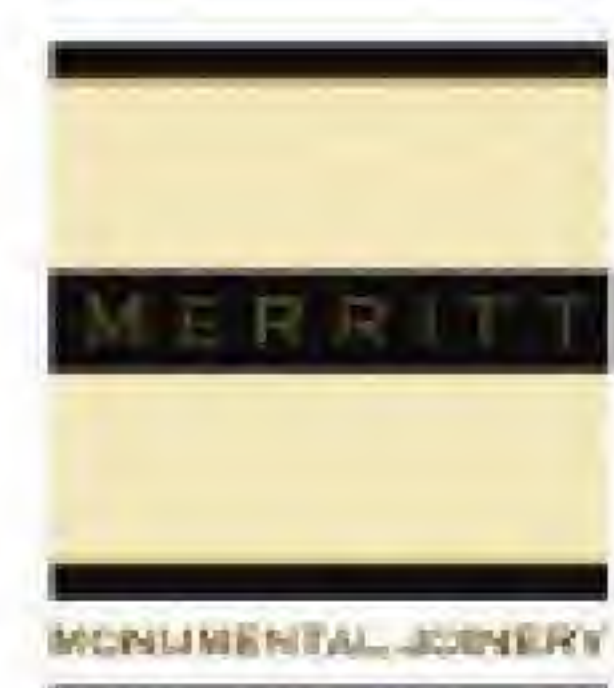
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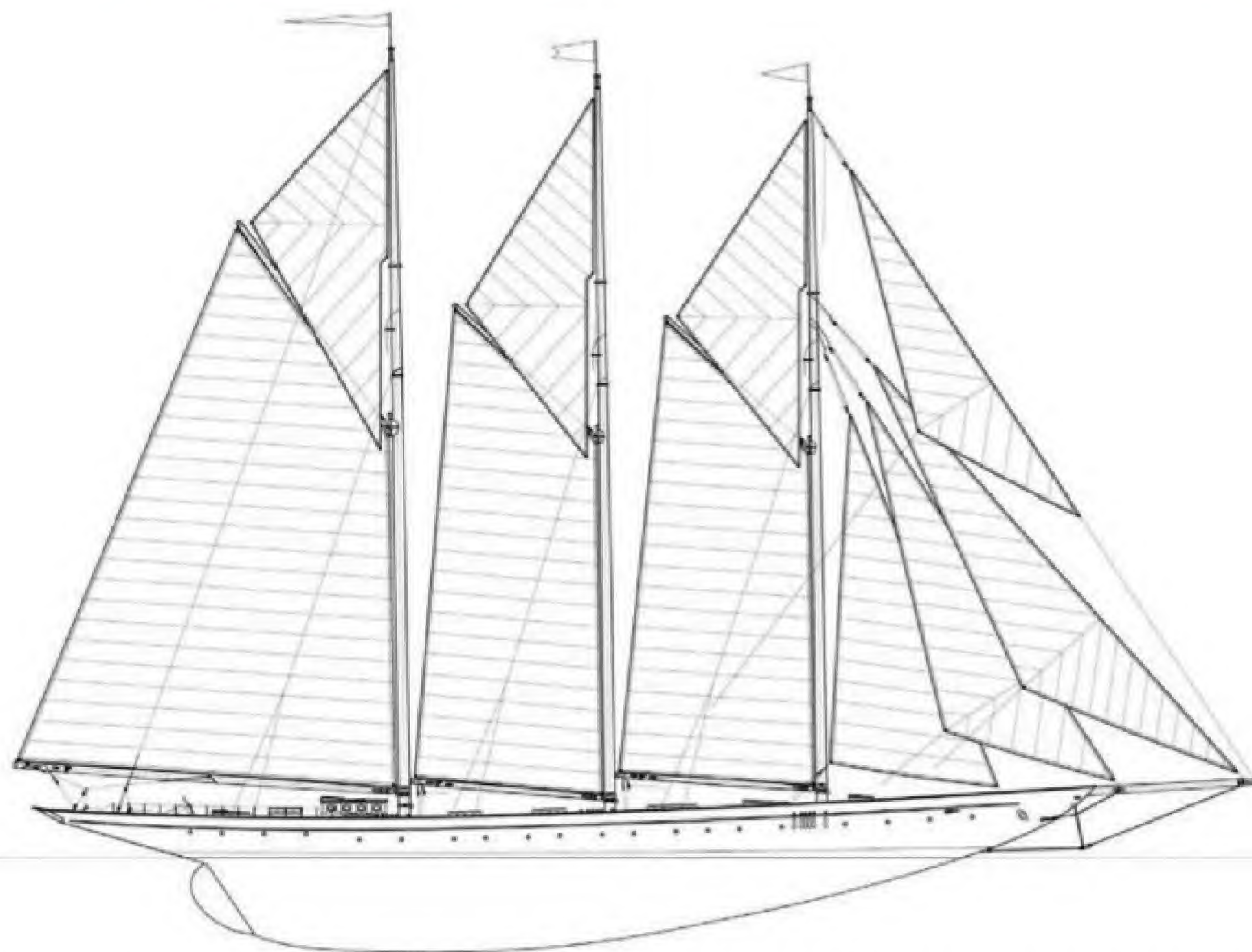
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Atlantic





words:
Vincent Bourdin
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Kos Pictures



ONE OF THE WORLD'S MOST FAMOUS SAILING YACHTS HAS BEEN RESURRECTED WITH LOVE AND DEDICATION FOR ALL TO ENJOY

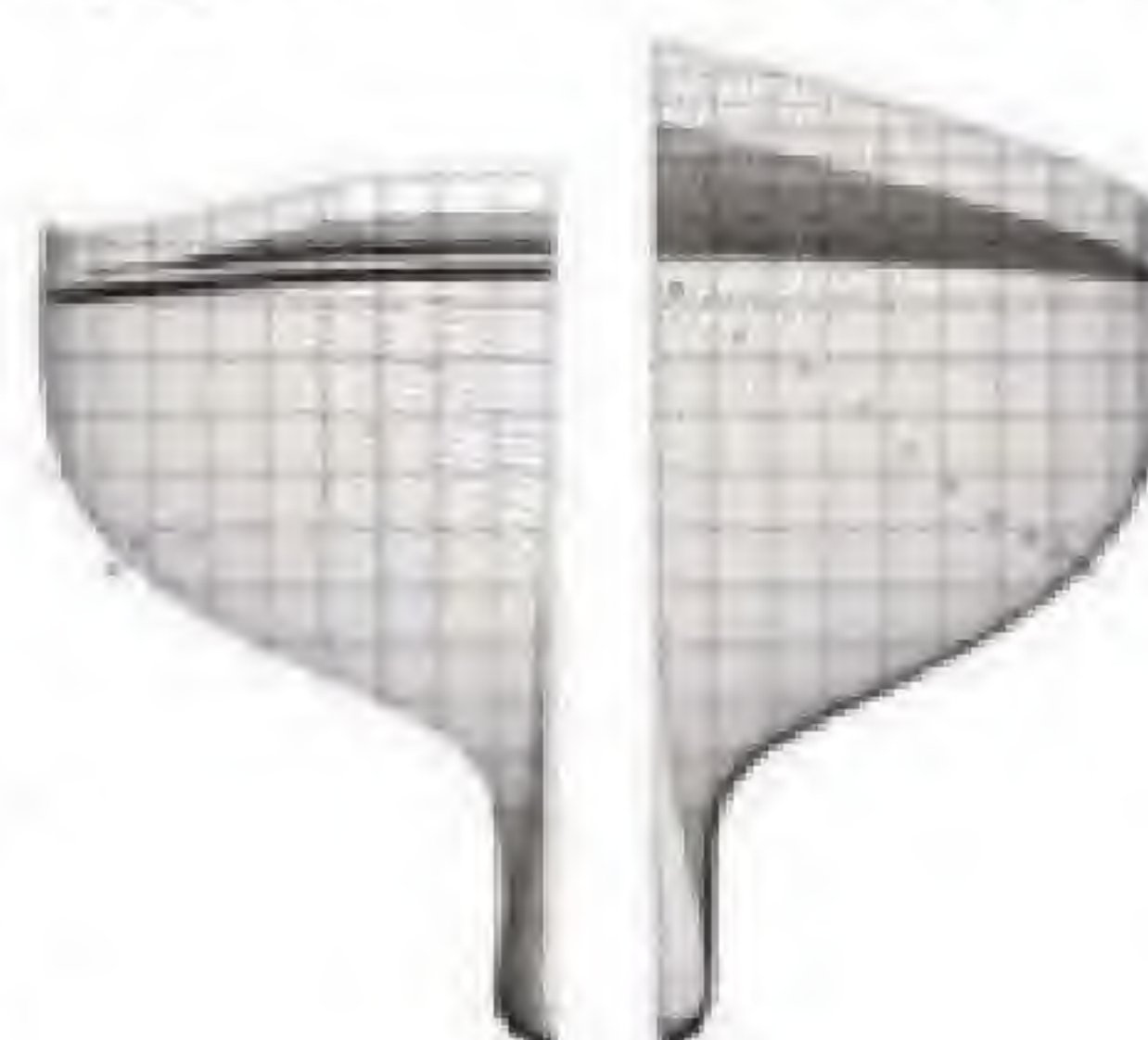
The Cote d'Azur is not living up to its name today. It is grey and quite windy as I embark the magnificent *Atlantic*, moored on the end of the pontoon in Port Canto in Cannes. Ed Kastelein, the genial Dutchman who has brought about this resurrection, welcomes me affably in perfect French. Kastelein has always been a passionate classic yachts enthusiast. 'I began very young, building a little canoe out of four planks of wood in my father's garage. My ancestors were sailors, working either in fishing or in shipping with Holland America Line. I think it's all come out in my genes.'

Following a successful career building hotels, restaurants and nightclubs in Holland, Kastelein has been able to devote himself to his real passion. After owning and restoring several small yachts, he began by building a replica of *Zaca*, a 43 metre schooner belonging to Errol Flynn, in 1992. Later in the day we meet the yacht, now rechristened *Zaca a te Moana*. Then in 2000 he launched the

famous *Eleonora*, a replica of *Westward*, the 49.5 metre schooner designed by Nathanael Herreshoff in 1910. But Kastelein didn't stop there. 'While *Eleonora* was under construction I was looking for my next project, a challenge – I wanted to take it a bit further. We had started searching through old books, looking for the next fantasy.'

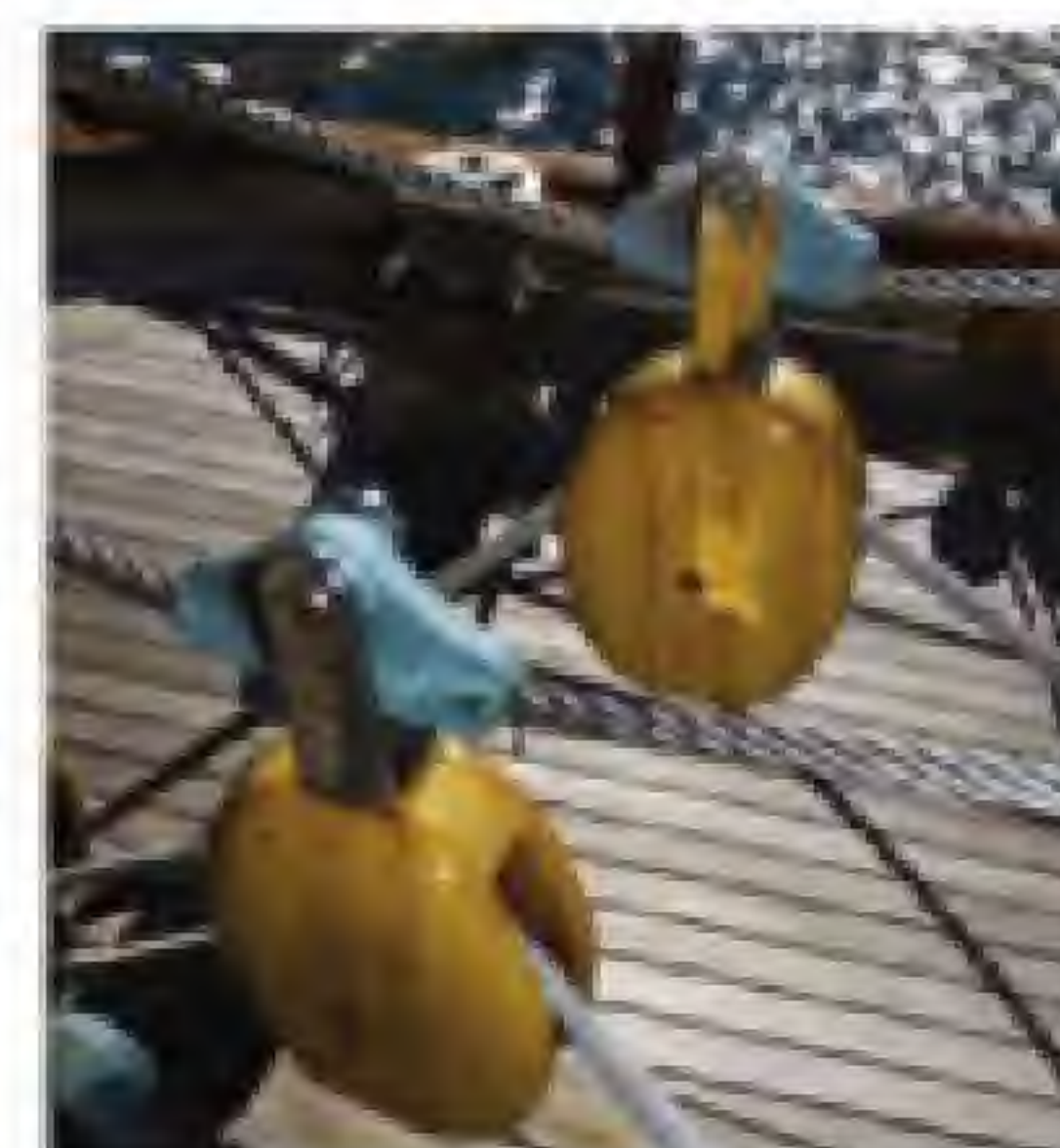
Attracted by the fast schooners, his attention was naturally drawn towards one particular yacht, *Atlantic*, the three-masted schooner in which Charlie Barr sailed into the history books. In 1905, Kaiser Wilhelm II of Germany offered a cup for the

fastest yacht to cross the Atlantic, from New York to the Lizard. Wilson Marshall, the heir to a family fortune, decided to take on the fastest sailing yachts of the period and commissioned a new design from naval architect William Gardner, partly as a distraction from the loss of his wife in 1897. Launched in 1903, *Atlantic* immediately showed very promising results. Lem Miller was



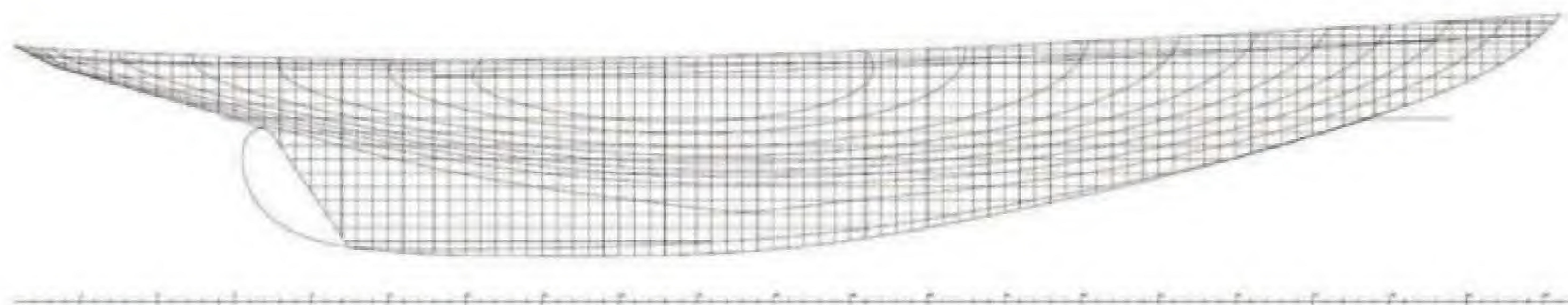


All décor and detailing is faithful to the original. A myriad of art works, antique miniatures, photos of classic sailing yachts and marine paintings and bronzes add the finishing touches and emphasise the classic, restful atmosphere



The main saloon is arranged in two sections with the dining room to starboard. Its elegant solid mahogany table seats nine guests





The masts proved tricky. 'It took six to eight people nine months to assemble the 350 parts that make up each mast, by welding or by bolting them together,' says Kastelein



appointed as the yacht's captain. Marshall then hired the renowned Charlie Barr, who had already won the America's Cup three times with Miller, as skipper and second to his friend. Legend has it that the crew of some 50 sailors, and most of all the owner, were absolutely terrified by the breakneck speed imposed by Barr during their transatlantic attempt, to the extent that Barr put padlocks on the halyards to prevent anyone from quietly putting in a reef while he was resting.

So *Atlantic* set the first record for this crossing with a time of 12 days, four hours and one minute, at an average speed of 10.2 knots, and another record for covering a distance of 341 miles in 24 hours. Her record was to remain unbeaten until 1980, when it was taken by Eric Tabarly in his trimaran *Paul Ricard*, and the monohull record was only beaten by *Mari-Cha III* in 1998, nearly a century later. A few years after this triumph, Wilson Marshall decided to melt down the gold cup presented by the Kaiser and donate it to the Red Cross to help the war effort. To everyone's surprise it was then discovered that the cup was only made in a crude gold plate, and worth very little!

Whatever the case, the valiant schooner continued her career in the hands of various owners, yachtsmen or military according to the period, before foundering on mudflats in New Jersey. She was eventually broken up in 1982 after a failed rescue attempt by an enthusiast, Ward Bright, who died in 1968 before he was able to restore her.

So it is a real delight, and for many, a dream come true, to see this beautiful yacht sailing again. To share the experiences of sailors of a bygone age, as they tore through the ocean with the bit between their teeth: this is the fantastic gift offered by Kastelein to all who love fine sailing yachts, and something that gives him great pleasure. 'Of course there are difficulties in carrying such projects through to completion,' he says. 'It is not always easy, but on the other hand it can be very exciting. Seeing how everyone put their hearts into the work, and how happy people are to behold her, gives me real satisfaction.'

And it is easy to see why. When you compare the yacht with old photos of the original the two are virtually identical, apart from the new one-piece masts which replace the old wooden topmasts. 'We were sailing in *Eleonora* with naval architect Doug Peterson and he heard us discussing our scheme to rebuild *Atlantic*. He immediately offered to draw up the plans. Four or five months later he told me he was under way with his research and drawings, even though I hadn't yet quite decided myself whether or not to go ahead with building the yacht! We had a whole pile of plans, but it was obvious that they were not all authentic. Peterson did his research, put the plans into the computer and came up with the yacht's lines. And they are fabulous!'

The three masts were built in aluminium, essentially for reasons of weight reduction and corrosion resistance. The masts of the original *Atlantic* were made of steel, a solution that did not really suit Kastelein for a number of reasons, even though it would have been easier and less expensive. Wood was ruled out as the sections required would have been far too large. 'The biggest differences between the new and the original *Atlantic* are the addition of the cockpit table, for convenience



The yacht's construction at the Dutch yard Van der Graaf, which had also built *Eleonora* 10 years earlier, was monitored throughout by Bureau Veritas and as such *Atlantic* is fully certified, and meets all safety standards



when cruising, and of course the absence of the steam chimney on the deck of the original,' explains Kastelein.

The 1903 schooner had quite an incredible level of equipment and technology for the period. Two steam generators provided sufficient power for all the lighting, the refrigerators, the main winches and the windlass. The 400hp engine, also steam, drove the yacht along at the incredible speed of 17 knots! The steam chimney could be retracted when the yacht was under sail but the cabins could still be heated and the generators used even with it retracted. The shipyard, Townsend-Downey in New York, was a real pioneer in this respect.

Apart from these differences, Kastelein stuck scrupulously to the original deck plan in terms of the 36 bronze winches (some of them electric), the openwork panels, the position and shape of the wheel and so on. Forward of the inclined helm (which makes life difficult when you need to bleed the hydraulic pump concealed in the wheel column) there is a splendid compass, which I am told comes from Franco's yacht.

Inside, the main modifications were undertaken with a view to the schooner's vocation as a charter yacht. The original *Atlantic* could accommodate 32 sailors as well as the guests, while the new one can be handled by a crew of only 12. This has made room for a few more cabins, so that the yacht now accommodates 12 guests in six double cabins, three with double beds and three with stacked berths.

There are three companionways down to the interior. The central one, forward of the large cockpit table around which 12 people can sit, has five wide, slightly sloping steps. It brings you into a small panoramic lobby half a deck below, leading to the four guest cabins and main saloon forward and to two cabins aft which include the captain's, to port, opposite the chart table and navigation equipment.

Another companionway immediately forward of the helm gives direct access to this navigation station from the deck. It is vast and comprehensively equipped with all the electronics needed nowadays: there is a central SIMRAD with large screen and a complete office PC, along with a McMurdo Navtex receiver, the VHF and various control screens.

'The build was realised in several phases,' explains Pierre Michel Cohade, a friend of Kastelein's who knows the yacht well. 'While the hull was put together in Holland, three-quarters of the interior was prefabricated in the old mirror factories in Saint Raphael and then sent to Holland and installed during two days of hard labour. The hull was then towed 40 kilometres downstream, because she had to be taken under the bridges before her masts went up – she wouldn't fit through afterwards!'

Over the next two years all the modules were installed, assembled and cabled and the team were ready to set about the finishing. The yacht's interior is of course in classic 1900s style, though slightly less Rococo than the original. Kastelein was able to consult a number of old photos for inspiration. The sofas, armchairs and seats are upholstered in cardinal red velvet, beautifully finished. The furniture is made of mahogany, like the floorboards which are either laid traditionally or inlaid with interwoven V-shapes.

The bedspreads are all in cobalt green moiré velvet with period



The master suite has a private saloon area. The worktops in the en suite are white marble flecked with green. All the taps and fittings are in the style of the period. The small navigation station (above) contains monitoring equipment



ATLANTIC Van der Graaf

LOA 64.5m
LWL 41.18m
Beam 8.85m
Draught 5m
Displacement 395 tonnes
Engines
Yanmar 6 AYM-ETE 829hp

Speed (max/cruise)
12 knots / 11 knots
Range at 11 knots
2,500nm
Bowthruster
Veth 75 kW
Fuel capacity
17,000 litres

Generators
Yanmar 6-cylinder 100 kW
+ Yanmar 6-cylinder 45 kW
Sailmaker Baltic
Spars and rigging
Fr. Langrenay
Owner and guests 12
Crew 12

Construction steel
Classification
Bureau Veritas
Consultant naval architect Doug Peterson
Interior designer
Sophie Kastelein

Original design
Gardner & Cox, 1903
Charter contact
web: www.atlantic-schooner.com, or www.schooner-atlantic.com
Builder/ year
Van der Graaf/ 2010
Netherlands



All the rooms have been given a mahogany colour
surmounted with moulded panels of white painted MDF.
The finish is very high quality throughout



Traditional elements are carried through to the guest cabins (right) and the crew mess (bottom right). The galley is fitted out in stainless steel and shows evidence of the hand of Kastelein, who has opened several restaurants in the past



stitching. Each of the six cabins has its own shower room, attractively laid out. The 1903 *Atlantic* was one of the first sailing yachts to have running hot and cold water in all her en suites. 'We have had to adapt to modern requirements to meet current charter standards,' Kastelein tells me, 'so there is air-conditioning throughout.' Another concession to modernity is the giant flatscreen television in the main saloon, cleverly concealed and raised up electrically by means of a remote control.

Continuing forward from the navigation station you pass back through the raised lobby and descend into a wide passageway leading to the main saloon, passing the four guest cabins, two on either side. The master cabin, to starboard, is bathed in daylight which enters through the openwork panel overhead. The cabin has an en suite with bath and separate shower. The main saloon, a little further forward, is arranged in two sections with the dining room to starboard. Its elegant solid mahogany table seats nine guests, or 12 when extended. Continuing forward you come into the galley, which extends across the full beam of the yacht.

I take a quick look around the crew area, further forward, accessed via the third companionway. The mess is well-proportioned and also equipped with a television. From here you can descend into the hold and see the impressive mast steps, the various tanks including the powerful firefighting system, the two Dessalator Compact 90-280 watermakers each producing 280 litres an hour and a workshop, sewing machine, electric control panels and two large washing machines. Right in the stern of course lies the single straight shaft line engine, an imposing 785 HP Yanmar, flanked by two generators which power all the ship's equipment.

We are about to cast off, so I hurry back up on deck. Kastelein is at the helm. The wind is blowing on to the pontoon, making it a hazardous operation. The mooring lines are cast off, and Kastelein activates the powerful bowthruster and turns the bow away from the pontoon. A good forward burst on the throttle, an antique ship's telegraph concealing an electronic control unit, and the 303 tonnes of steel is heading out to sea. Kastelein is not just a fulfiller of dreams; he is also a proper skipper.

Other classic and modern competing yachts and the many leisure yachts out on the water come to sail around *Atlantic*, curious, enchanted. Some applaud or hoot their foghorns, aware that it is a privilege to get such a close look at this legendary schooner and gain some inkling of the vast challenge undertaken by Kastelein when he decided to bring her back to life. Hoisting the yacht's 1,720 square metres of canvas is no easy task and takes a while.

In all, we get the three gaff sails up in around half an hour without too much physical effort. It is harder work setting the foresails, as we have to carry them up from the lazarette in the stern to the bowsprit. The bowsprit is nearly ten metres long, taking the yacht's overall length to 64.5 metres! The bobstay net is in a very open mesh and the bowman has to be careful not to fall in. The heads, tacks and clews are prepared and then the jib, stormsail and yankee are hoisted manually one by one.

Kastelein bears away slightly and *Atlantic* surges forward, driven only by the wind which is now blowing at around 15 knots. Sailing full and by in this south-westerly of up to 12 knots, the log shows that we are making 9.8 knots. In the varying winds we even reach 10.2 knots in an apparent wind of 11.6 knots, an amazing speed for a classic yacht of this size – especially since we are carrying nothing like full canvas, with none of the three topsails set. *Atlantic* is very stiff under canvas and I find myself imagining Charlie Barr and his men tacking along in her, always on a knife-edge.

A magical, timeless experience: this is what Kastelein has given us by fulfilling his dreams, as he says himself. 'The first charter customers hired the yacht for five weeks starting from La Rochelle. We sailed to Spain, Portugal and Morocco, past Gibraltar and on up to Cartagena. Since this cruise I have received at least three or four emails thanking me and telling me it was their best holiday in a long time. And these are people who do a lot of travelling!'

When you ask him what crazy projects he is scheming up next, he answers mischievously: 'I might calm down a bit, do something a bit smaller...' But will he really be able to stop himself from pushing a bit further each time? 🏠



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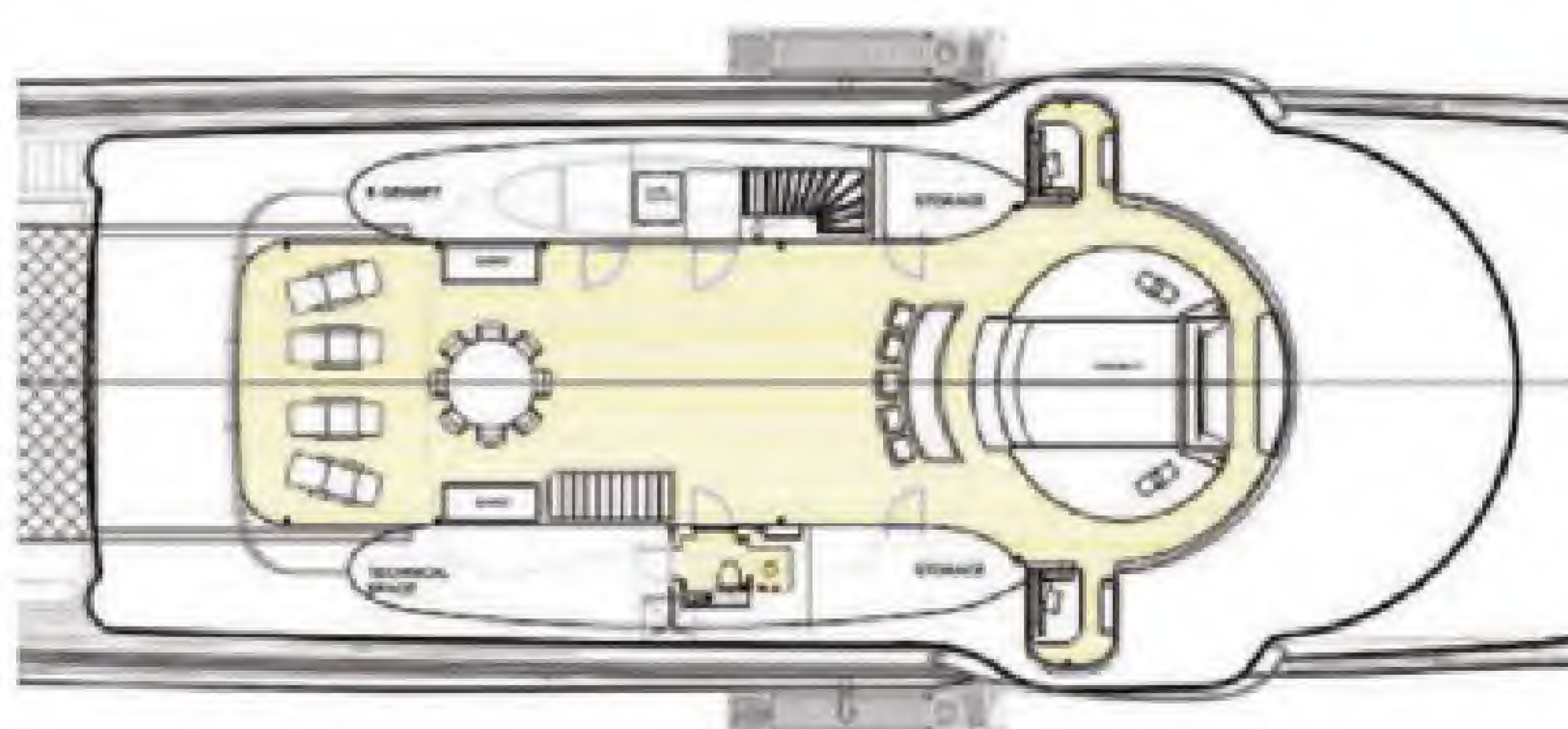
Baton Rouge

A MODULAR BUILDING TECHNIQUE SPEEDS CONSTRUCTION AND ALLOWS TIME TO BE SPENT ON THE FINER DETAILS – AND FOR ICON'S SECOND 62.5M, THIS MEANS STUNNING FINISHES, A RELAXING INTERIOR AND AN ENVY INSPIRING BEACH CLUB



words: Marilyn Mower
photography: Bussy Gedlek/Icon Yachts





‘The pool design was a challenge of its own,’ says Vitus. ‘The owner requested a pool more than five metres long and 2.5 metres wide’



If you didn't know that *Baton Rouge* was the second yacht in a series built on a 62.5 metre hull engineered for fast construction, you would think she is a masterful custom yacht – which truly she is. With its latest launch, Dutch builder Icon Yachts has blurred the line between series builds and custom one-offs.

Wim Koersvelt and Jen Wartena were the originators of the Icon concept of a fixed hull platform, tested at Marin, on which any number of yachts of various style and arrangements could be based. By fixing elements such as dimension, engine room location and arrangement, stairs, engineering, mechanical and electrical spaces, Koersvelt and Wartena proposed to shorten the delivery time for a large yacht. Building it in modules and preassembling all the major components of the engine room shortens delivery time even further.

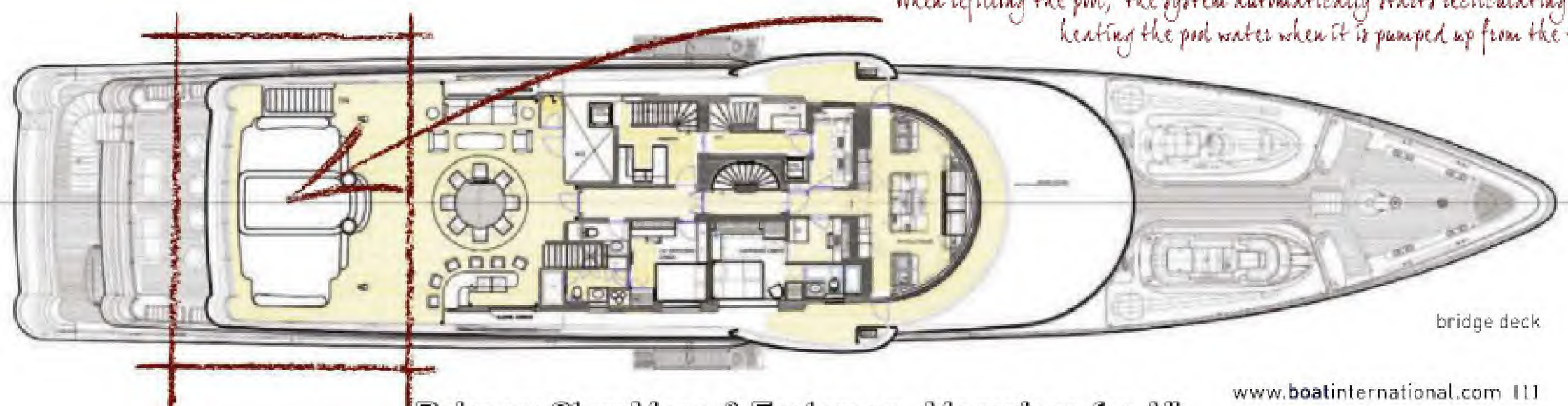
The first example of the theory was *Icon 1*, launched in the summer of 2009 and delivered in January 2010. The yacht featured exterior styling by Redman Whiteley Dixon and a modernist interior by Dutch company Studio Linse as a backdrop for the owner's art collection. Just nine months later, hull number two rolled down the ways and Project Florida, as she had been known, was christened *Baton Rouge*. This time the exterior styling is by Tim Heywood and the interior – a serene, casually elegant affair spiced with penthouse chic – is by RWD. In

profile, only the trained eye would spot the familial resemblance, yet *Baton Rouge* has substantially more outdoor space, including 80 square metres of sun deck. The interior layout, also, is different on the main and upper decks forward, and the tenders are stored in a different area. Yet in the grand scheme of things, and in terms of hydro- and aerodynamics and in the suppliers of components, the yachts are if not quite sisters then at least first cousins. In fact, the builder's list of concrete differences between the two fills just half a typewritten page. Ah, but in impression, in ambiance, and in lifestyle, they are oceans apart; as different as any two custom yachts.

Beyond the expanded open deck areas, which significantly changed both the profile and the layout of public spaces on the bridge deck, the primary difference in arrangements is driven by the approach to the owners' suite. The inaugural yacht had a split-level arrangement with its sitting room and a second head on the upper level. The main-deck portion of the suite allowed stowage of large tenders and water toys on the foredeck. *Baton Rouge's* owners looked at the space and opted to expand the accommodation of the master and store the tenders above, freeing up 30 square metres for the interior and virtually doubling the size of the suite. The area that was the owners' sitting room on *Icon 1* is now a forward observation lounge accessible to all, while the tenders



Baton Rouge will charter and presents a great deal of exterior living space for her guests, including 80 square metres of sun deck. There are a number of options for alfresco dining, sunbathing and relaxing. The captain's cabin and ship's office are directly aft of the well laid-out wheelhouse



When refilling the pool, the system automatically starts recirculating and heating the pool water when it is pumped up from the tank

bridge deck



RWD used one of the most diverse catalogues of wood variations used aboard a single yacht – 29 varieties – from amboyna burl to wengé



were moved up to recesses in the superstructure above the suite.

'From the initial meeting, the owners wanted their suite to contain his and hers offices,' says Justin Redman of RWD. 'They also asked for a bath with a view, lots of hanging garment space and an area where their belongings can be locked away when the yacht charters. Their many years chartering has given them a clear and reasonable picture of what they wanted for their own accommodations.'

The first meeting also produced a request for an interior scheme more like a large country house with mixed woods and different styles, colours, finishes and detailing throughout. The owners explained they entertain often with large parties, so they wanted a big main saloon and

a large formal dining room. These areas, they felt, should be more formal and serious. The upper lounges should be lighter and conducive to smaller groups.

One of the ways RWD addressed this request was through one of the most diverse catalogues of wood variations ever used aboard a single yacht – 29 varieties, according to Icon's project development manager Stephan Vitus – everything from amboyna burl to wengé.

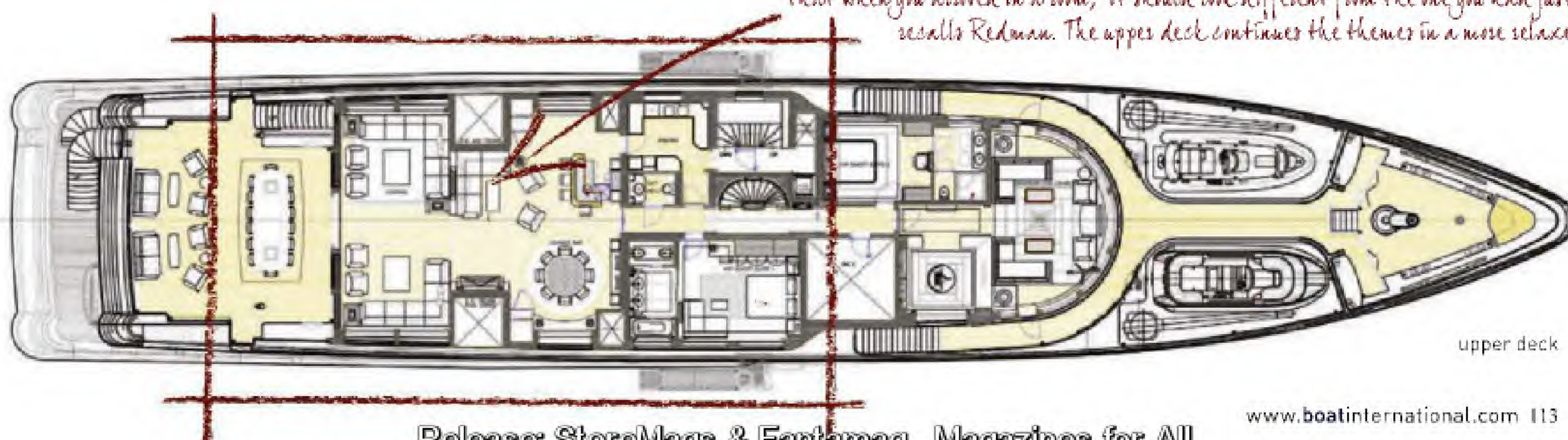
'By mixing natural, satin and high-gloss finishes on woods of various hues and grains, we were able to create both interest and variety but also indicate the formality of spaces, which, of course, is reinforced by the selection of furnishings and colour,' explains Redman. 'The owners



The view down the centreline of the upper saloon emphasises *Baton Rouge's* length. This deck is more relaxed in style and ambiance, featuring various distinct areas for playing games, reading books or drinking at the bar. Guests can also take in the views in the observation lounge (bottom two pictures)



'Madame told me she would like a sense of travelling when moving through the boat, that when you arrived in a room, it should look different from the one you had just left,' recalls Redman. The upper deck continues the themes in a more relaxed way



upper deck



love colour, particularly shades of blue, and they approached the process of creating the desired environment for themselves and their friends with great enthusiasm.'

As the entry point for arriving guests, the main deck becomes the formal focus with exquisite circular reception areas to starboard and astern. Larger than the typical foyer, they preclude awkward moments of jostling and also allow guests the opportunity to pause and take the measure of their surroundings. The main saloon and dining area are the formal spaces of the yacht but the remainder of *Baton Rouge* is all about casual living and gracious hospitality. And yes, indicative of her name, one of the owners has roots in the American South, where traditional emphasis on hospitality is part of the fabric of life.

'Our clients wanted to anticipate everything that their guests might enjoy doing, every perfect view for all the times of the day, all the seasons of the year, and to create spaces where they would be comfortable,' says Redman. 'With the various arrangements, colours and textures, we've tried to build a variety of mini-environments within one great, beautiful world.'

While every design team hopes to incorporate one jaw-dropping feature, *Baton Rouge* succeeds in offering two. The accommodation

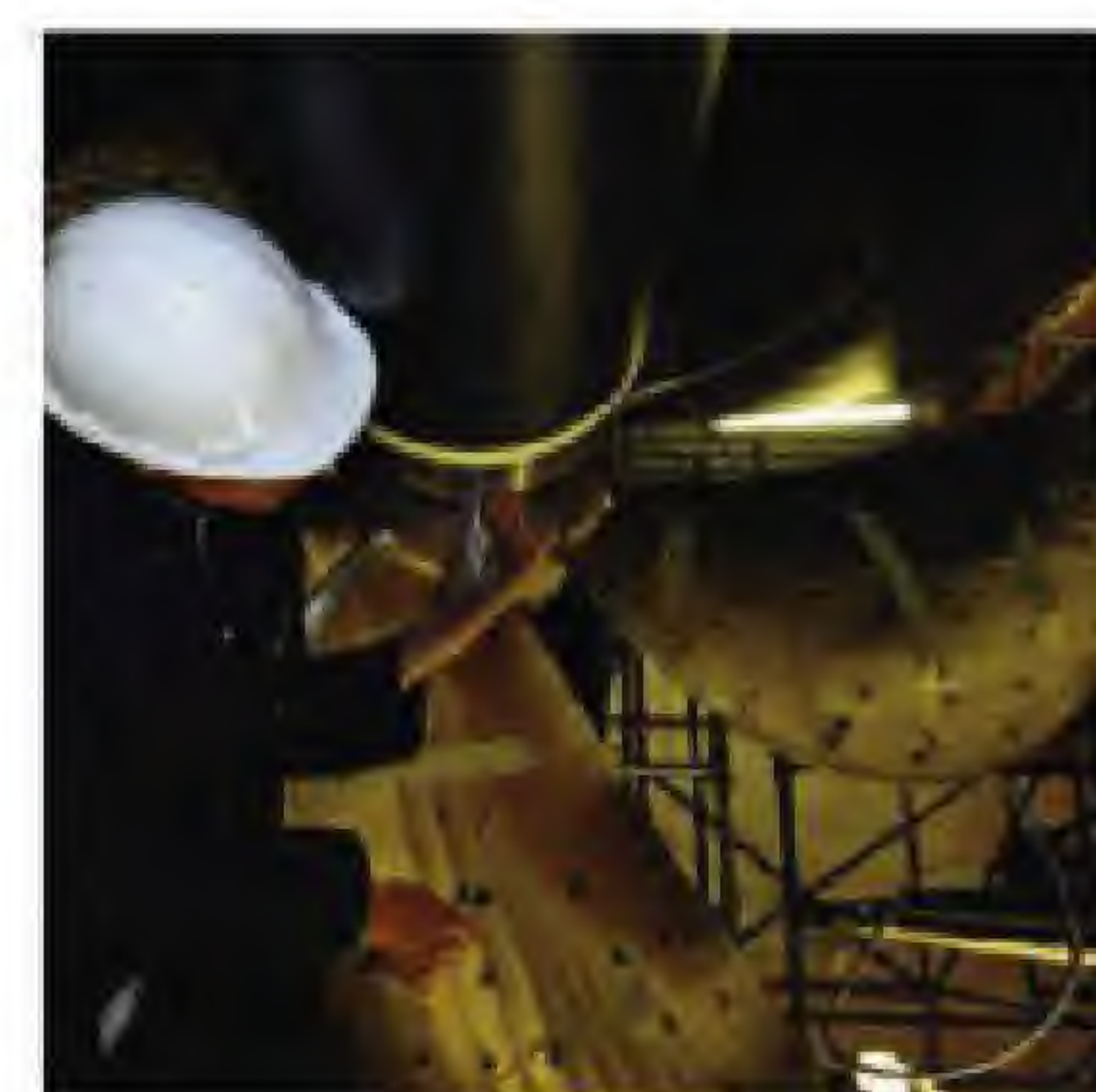
deck – and there are just four spacious guest suites here, the other two being two decks above – is a showstopper. From the spiral staircase amidships, guests descend to a lower lobby that leads not just to their suites but also down a sweeping corridor to the beach club astern. Part of the path splits the upper section of the machinery spaces, but you would never know that behind the wall panels are the makings of a power station that could support a small village. Nor would you care; the beach club, and the open transom facing the sea, beckons. With bleached teak, gauzy drapes, discreetly placed exercise machines and comfortable furnishings, it's simply inspirational.

'Where *Icon 1* had a reverse transom, *Baton Rouge* is almost vertical at the stern. This actually increased the amount of area,' Vitus says. 'It features an air-conditioned lounge enjoying the spectacular view of your anchorage at sea level. On portside, there is a complete gymnasium in superb finish with full audio and video system and a lacquered teak floor. Even the dive room and the dayhead feature luxury finishes; the dayhead has the same style as the owners' bath.'

Indeed, the space lacks for nothing; thoughtfully, the treadmill is recessed to provide sufficient headroom, and there is an adjacent laundry so that sandy beach towels needn't be dragged through the



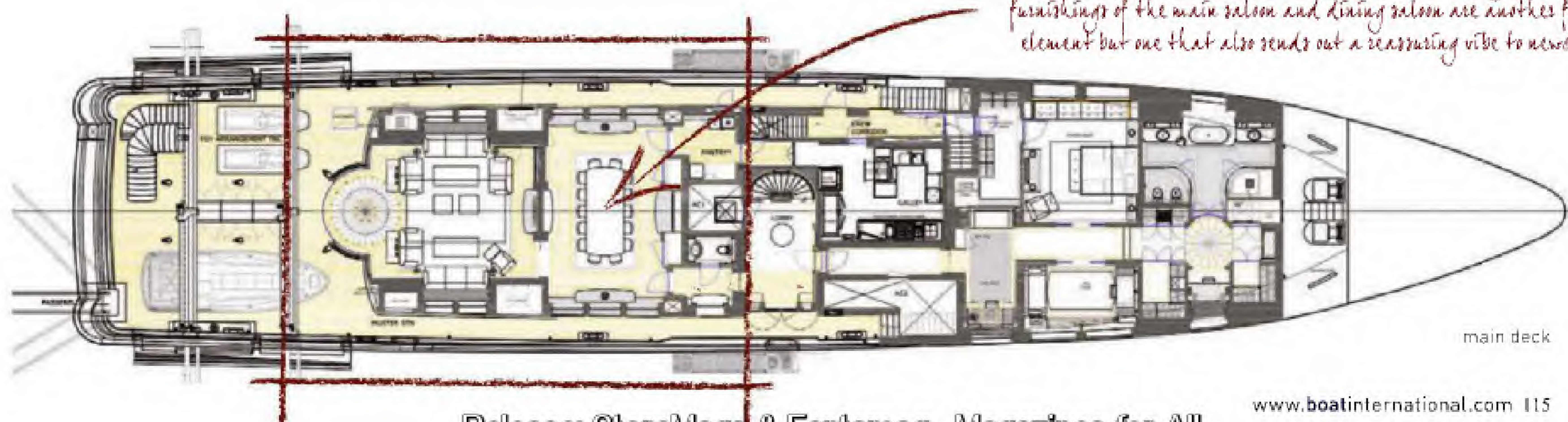
Building it in modules and preassembling all the major components of the engine room shortens delivery time even further



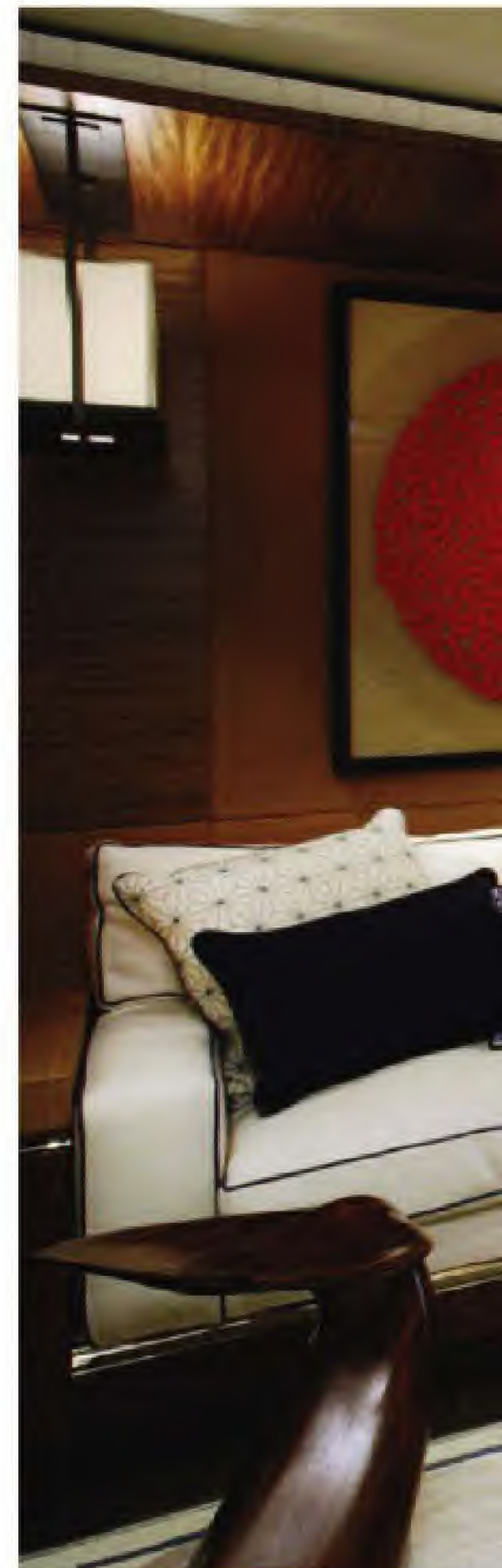
The main saloon is the more formal area of the yacht, neutrally decorated. Forward there is a dining table that seats 12. The focus is inwards and on the occupants rather than outwards – even the tray ceiling draws the eye to the centre of the room



The dark woods and the symmetrical arrangement of the furnishings of the main saloon and dining saloon are another formal element but one that also sends out a reassuring vibe to newcomers



main deck



boat. A large teak drainage grid speaks to the possibility of waves shipping on to the fold-out bathing platform and trapping them post-haste, explains Wartena.

The same theme of long vistas is repeated on the upper deck where the observation lounge anchors the forward end and a hall passes two VIP suites and the upper foyer en route to the upper saloon aft, its glass doors opening on to a large, covered aft deck offering dining for up to 14. The ability to perch on the aft caprail and see to the bow is unusual, arresting, and enjoyed by owners who get to see all of the real estate they have paid for in a single commanding view. On the bridge deck above, the view is aft from the helm through a gallery and on to a covered lounge with an outdoor bar and seating, a smaller dining table and the pool.

'The pool design was a challenge of its own,' says Vitus. 'The owner requested a pool more than five metres long and 2.5 metres wide with spa pool and exercise jets. The challenge was the limited space between decks and weight allowance. We altered its layout and depth while still providing enough water for full swimming motion. To reduce the amount of freshwater demanded for filling the pool, we utilise a dump tank to temporarily store the water when the yacht is moving from one spot to another.'

The most spectacular view of all, however, is from the sun deck where Heywood's wing station concept blossomed into dolphin-watch stations – cushioned niches on port and starboard that overhang the helm stations below and give guests the sensation of soaring over the water.

Finishing a second 62.5 metre yacht 12 months after the first would require tight scheduling at any shipyard, let alone one so new, which is where the platform concept proved extremely valuable. (The project was managed by Burgess' construction supervision team). The engine room and all technical spaces went forward while the design of interior areas progressed. The engine room, created in modules off site and dropped in through a soft patch on the main deck, was assembled in just 14 days.

According to Vitus, the yard went to extremes to keep weight and mass within required parameters. The 40 per cent increase in luxury interior accommodations and on the exterior decks had to be compensated. Using composites and other 'costly measures', Vitus says the weight of the yacht was reduced from the initial estimates by 65 tonnes. Much of the top deck is carbon fibre or composite, and Icon is the only builder to have achieved certification for composite watertight storm doors.

The yard introduced a 'plug and play' system for electrical gear. All



BATON ROUGE *Icon Yachts*

LOA 62.5m
LWL 51.4m
Beam 11.8m
Draught 3.7m
Displacement 1,125 tonnes
Engines
 2 x MTU 12V 4000 M71
 diesel @ 2,480hp

Speed (max/cruise)
 16 knots/12 knots
Range
 6,000nm, economical speed
Bowthrusters
 Ocean Yacht System, 190hp
Generators
 2 x Sandfirden @ 212kW,
 1 x Sandfirden @ 154kW

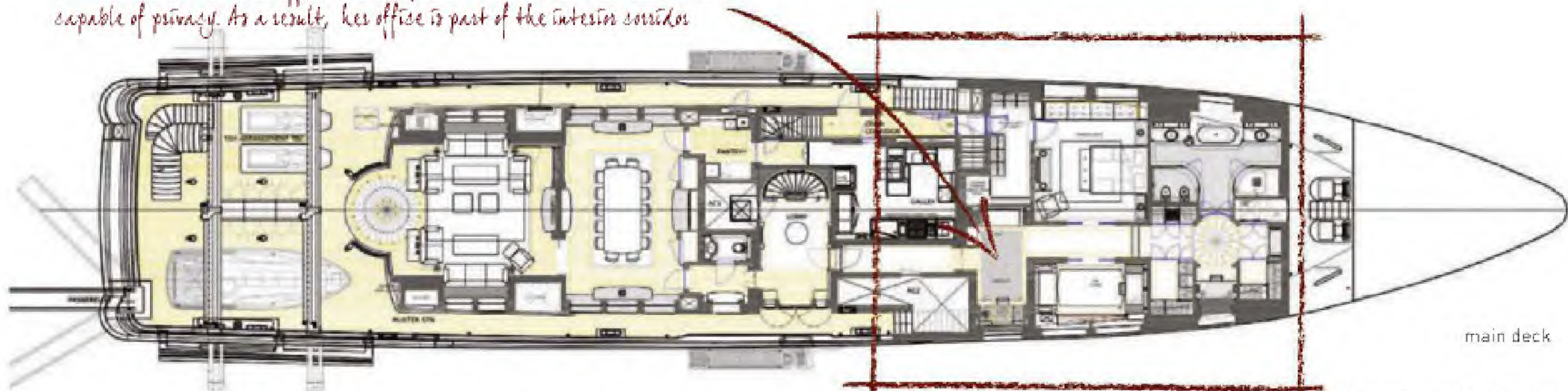
Fuel capacity
 150,000 litres
Freshwater capacity
 29,000 litres
Owner and guests 14
Crew 22
Construction steel/
 aluminium/composites

Classification
 Lloyd's Register #100A1
 SSC YACHT LMC G& UMS
Naval architect
 Icon Yachts/Jouke van der
 Baan/Vuyk Engineering
 Groningen
Exterior styling
 Tim Heywood Design

Interior design
 Redman Whiteley Dixon
Build project manager
 Burgess Monaco
Charter broker
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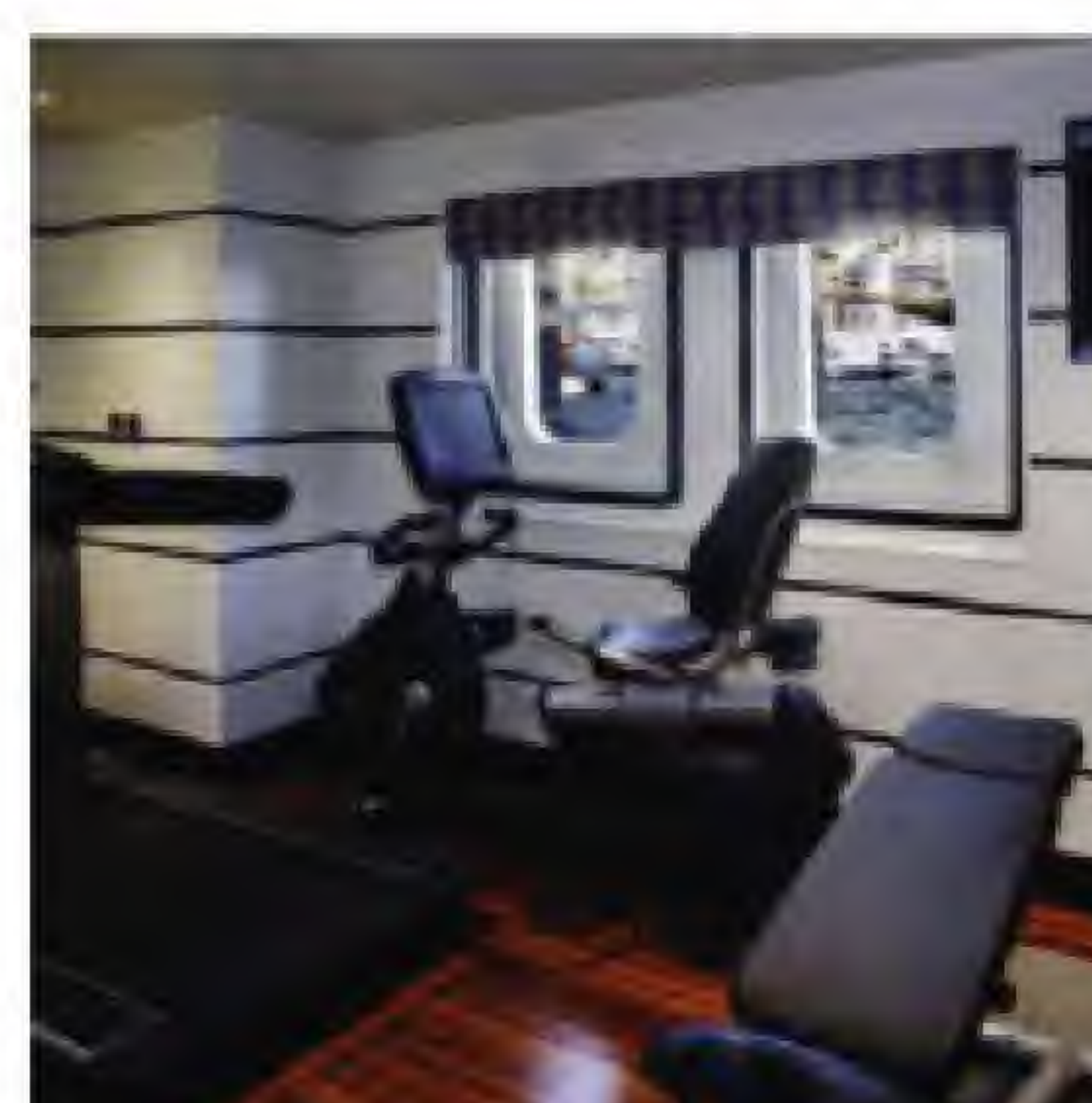
In the owner's suite, her office had to open to the room, but his had to be capable of privacy. As a result, her office is part of the interior corridor



main deck



Adjacent to the beach club and its air-conditioned lounge (left) is the fully equipped dive room (above) and a gymnasium. An impressive quota of toys includes a luxury Meyer Limousine tender stowed aft on the main deck, plus Waverunners, SeaBobs, kayaks, windsurfers, kitesurfers and boddies



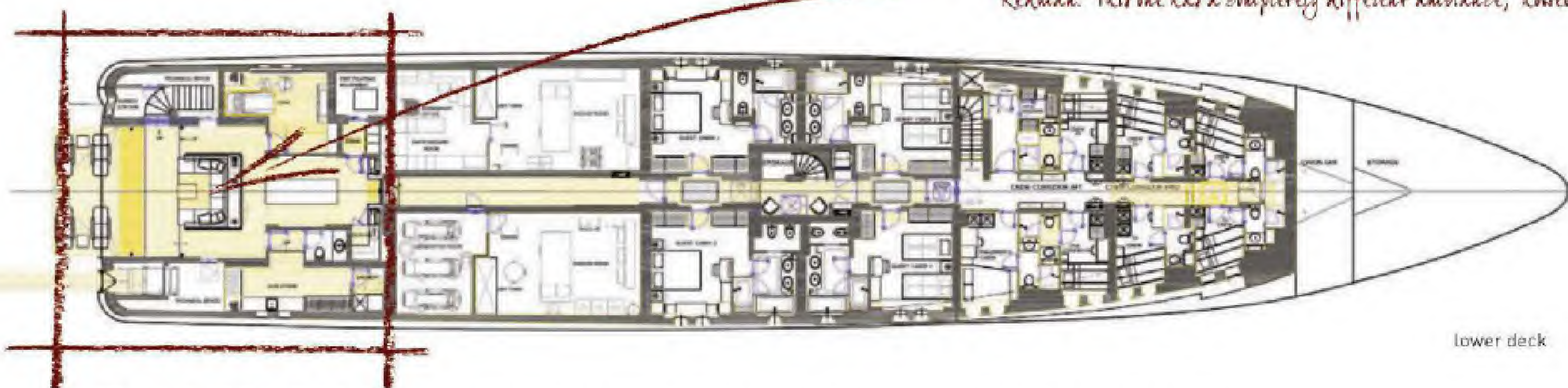
cabling was pre-terminated at the factory with corresponding connectors installed on board as the bridge modules arrived, saving man hours at a crucial time when many different trades are trying to work in the same space.

Since leaving the shipyard, *Baton Rouge* has covered about 3,500 nautical miles in all weather, according to her captain, Joss de Rohan Willner. Although the yacht is capable of 16 knots, he notes that 14.5 is the most comfortable cruising speed. 'The boat handles head sea very well with virtually no slamming, so even when the sea starts to pick up

we can still press on without having to reduce speed,' he says. 'For long-distance cruising, twelve knots should give us a comfortable 5,000 nautical miles-plus range.'

True to form, the next nearly custom launch from Icon, hull number three of the series, *Midlandia*, is under construction for delivery in October 2011. Exterior design is by RWD but this will feature an Italian post-modern interior by Cristiano Gatto. The steelwork had been completed at press time, and the aluminium deckhouse was about to be placed on the hull.

The expansive beach club 'was driven by the owner of the first *Dean*,' says Redman. 'This one has a completely different ambience, however'



lower deck

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toy



AFTER DISCOVERING
THERE WAS NOTHING ON
THE MARKET THAT SUITED
THEIR TASTES EXACTLY,
THESE OWNERS ENLISTED
GIORGIO VAFIADIS AND
WENT BACK TO THE
DRAWING BOARD FOR THEIR
FAMILY ORIENTATED
50 METRE MONDOMARINE

There is no better way of finding out how a yacht works than spending time on board with the owners, whether it is for use by the family, for business, charter or a mix of all the key elements. Taking a trip to Greece I caught up with the owners on board their new 50 metre motor yacht *Toy-A* – two charismatic brothers whose work leaves them little time to enjoy the fruits of their labour so it was great to hear they have fully embraced the concept of superyachting as a means of relaxation and spending time with all the family, from the grandparents to the most junior.

On a balmy Mediterranean evening the story unfolds over cocktails in the cool of the classically styled main saloon where



words: Amanda McCracken
photography: Buggy Gedlek



The sun deck offers an outside playground of white laminate and teak. A bar, wine cave and barbecue facilities are forward and aft is a spa pool

they reminisce about the family's affinity with the eastern Mediterranean, the beautiful areas where they love to visit, relax and swim at the weekends and where they feel completely at one with the environment – the Ionian Islands and Mykonos.

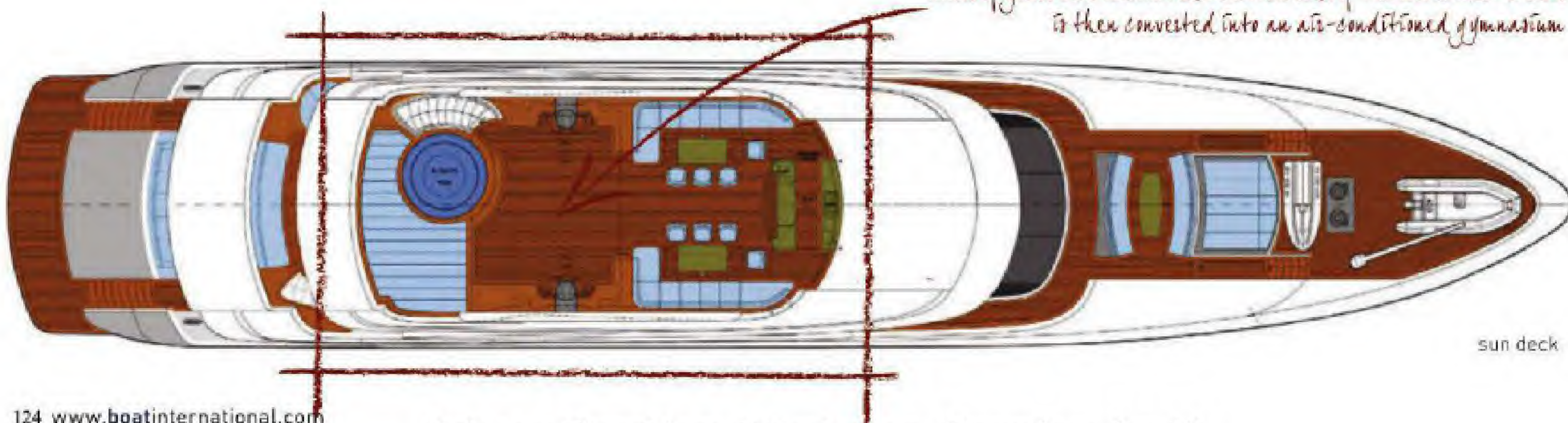
The path to ownership was pretty typical: having been in yachting for nearly 20 years they scanned the pages of *Boat International*, which led them to the Monaco Yacht Show where they explored every new version of yacht. And here is where the story has a twist: there really wasn't a motor yacht that they felt ticked all the boxes. One or two of the motor yachts that they took inspiration from were designed by Giorgio Vafiadis, in particular the 42 metre *O'Pari* which bears some similarities to their own, especially in the volumes on board. It was clear from the

start that this family had high expectations and exacting ideas of what they wanted. Vafiadis was tasked with creating a yacht with maximum volume, elegant, formal in some areas yet relaxed in others, a considered approach to how the crew would operate service on board and with tried and tested engineering.

The relationship and understanding between a designer, the yard and the owners is paramount to the success of the yacht, with guidance for safety, regulations and comfort. If this relationship does not work then quite often the ultimate goal is not realised and the boat ends up on the market as soon as it is finished.

To make sure every element of the process worked, the owners put in place their own project manager, George Matheopoulos, and

Walls of glass can be erected on either side of the arch mast which is then converted into an air-conditioned gymnasium



sun deck



Left: forward on the main deck there is a superb leisure area with seating that is designed to face fore and aft in front of the bridge, along with a plateau of sunbeds. The MCA rescue tender is forward in the bow with a dedicated crane





Right: on the upper deck there is a separate cabin and en suite which has access to the adjacent saloon as a private apartment when needed. The furniture was made by Areti Italia of Milan with fabrics by Rubelli. The carpets are in cream wool and silk from Taiping

explained that it was to make sure 'we got the kind of yacht we wanted'. It might sound a bit of cliché but it becomes obvious that Vafiadis really does understand his clients' way of using a vessel and to design their 'toy' it was important to have access to the way the family wanted to use the boat in every way. 'We had a clear idea of what we wanted and looked at different yachts and combined them,' commented the owners.

The criteria was somewhat different to conventional layouts in the fact that they needed six cabins and three decks. Then there was the combined tastes of the two brothers to take into consideration – one preferring a classic look and the other, modern. The décor has to be child-proof and suitable for business usage as another dimension. Working all these considerations into a design needs a practical as well as aesthetic way of thinking. All the systems have to be arranged and hidden and the more you put on a vessel the more mechanical elements there are to fit into what is essentially quite a confined space, even on a 50 metre. Storage is also a major consideration – where to put all the bedding, towels, sheets and so on. This sort of detail has been considered on this yacht but even so, getting to a cupboard where the china is stored will involve moving a diner during service at the top of the table if you needed extra china.

Vafiadis' skill has worked well to bring a sporty, stylish and purposeful modern look to the vessel by using a pale grey livery for the topsides



Creating a Toy



I have 27 years of experience in the shipping industry, the last 17 served in yachting, and have witnessed important changes every year. The constantly increasing requirements of the international regulations have to be balanced with the equally increasing expectations of the owners in terms of design,

luxury, services, range, capacity, comfort and technology... and the expectations of the charterers and of the professionals in the yachting industry are just as high.

In order to achieve a perfect final result, it is essential that all parties work harmoniously. The designers, shipyard technicians, surveyors, classification societies, painters, naval architects, carpenters and electricians must coordinate successfully with the owner's representatives to ensure a compatibility between practical needs, regulations and aesthetics.

More than ever, the end product

must now be seaworthy and environment friendly, and pleasure at sea must blend with safety, performance and cruising comfort.

So the challenge has become to make sure the most extreme and innovative designs will work at sea, that all parts of the yacht will remain easy to access for maintenance and crew, that the beautiful veneers safely hide essential compounds (like alarms, sensors, buzzers, piping, pumps and electrical panels), that the tenders and life rafts remain in reach without invading the deck space, and that the necessary

by Captain Nicholas Karamichalis

equipment (antennas, satellite, communication equipment and cameras) are fitted respecting the aesthetic lines of the yacht. This is not an easy challenge.

My experience as captain and building captain in various shipyards, such as Benetti, Fipa, Azimut and Admiral, allows me to say that, in the making of Toy-A, I had the opportunity to witness how well all these teams and elements can work together. Mondomarine is one of the finest shipyards and the result is one of the finest yachts, crafted with passion and professionalism.

Glass sliding doors open to give more of a relaxed inside outside style of living for the family, or it can be used as a private deck when needed



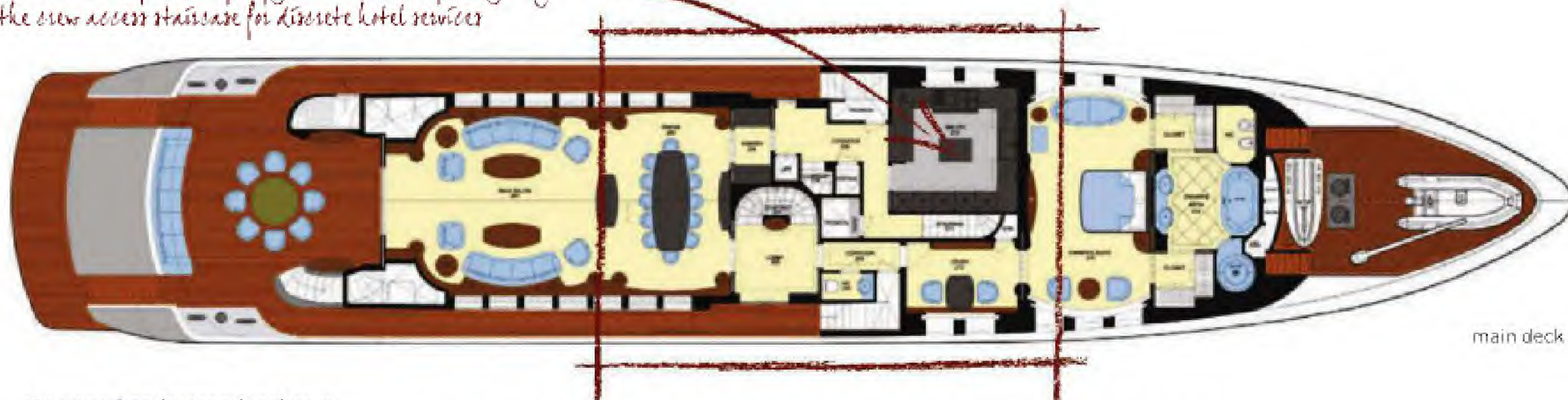


rising to the striking, curved masculine lines of the large heavily tinted windows and finished with a white superstructure – this has streamlined the design making it more aerodynamic, which works well. On the inside the volumes of this semi-displacement motor yacht deliver a wealth of areas you would expect to find on a much larger yacht, although you wouldn't necessarily realise this from the outside profile.

Interestingly they chose the smaller engines option 'we considered them more optimal (speed vs consumption)' – twin MTU 12V 4000 M90s that Captain Karamichalis tells me takes the displacement of 335 tonnes to a respectable 20

knots flat out and 18 knots at a comfortable cruising speed. At her top speed she will burn 750 litres of fuel an hour, when cruising between 500 and 600 litres, and he can plan ocean voyages at 12 to 13 knots where she will use approximately 350 litres an hour. The engineering and technical general arrangement was done by Mondomarine with suggested changes made by the captain such as adding a custom duct behind the sofas in the main saloon that takes the air intakes aft. A more commercial feel was taken into account when designing the bridge and a range of screens and instruments that were not standard spec were added.

The galley is huge on board this yacht where eating is a real family affair. Even the oil from the fat fryers is collected for recycling. Note the crew access staircase for discrete hotel services



main deck



The main deck has a more classical styling with high volume in the main saloon and owners' suite forward. The children's cabins are more modern with each bed fitted with a leecloth and a Pullman



TOY-A *Mondomarine*

LOA 50m
LWL 41.35m
Beam 9m
Draught 2.3m
Displacement 355 tonnes

Speed (max/cruise)
 20 knots / 18 knots
Range at 12 knots
 3,500nm
Engines
 MTU 12V 4000 M90: 2 x 2,735hp at 2,100rpm / 2 x 2,040kW at 2,100rpm / 2 x 2,775 CV at 2,100rpm

Generators
 Kohler, 2 x 125kW / 1 x 50kW

Bowthrusters
 Naiad Marine 100kW

Stabilisers
 Naiad Marine Zero Speed

Fuel capacity
 80,000 litres

Freshwater capacity
 11,000 litres

Owner and guests 12
Crew 9

Construction
 Light alloy

Classification * A1 Commercial
 Yachting Service * AMS

Naval architecture
 Mondomarine

Concept and exterior styling
 Giorgio Vafiadis & Associates

Interior design
 Giorgio Vafiadis & Associates

Builder/year
 Mondomarine/ 2009
 Lungomare Matteotti 6,
 17100 Savona, Italy.
 tel: +39 1982 8516
 web: www.mondomarine.it

The layout of the interior is well-considered with four identical, adequately sized cabins on the lower deck amidships, a dedicated master suite forward on the main deck in a classical style with the use of high gloss madrona wood and a coral decorative theme in the bathroom. Admittedly, I was confused by the bed facing inwards instead of having a view over the bow, but it makes perfect sense when you go outside to find a great social area which takes up considerable space.

Then we go off piste. On the upper deck there is a separate cabin with its own stairway, decorated in a crocodile finish with leather curtains, set away from the hubbub of the family below but with access to the saloon area and bar. This saloon doubles as a self-contained, private suite. Alternatively, when the family are all together this area, with its more casual theme and huge home cinema television and deep-seated sofas designed by Pozzole, is where they can lounge, play the Bose sound system with DVD and Blu-ray, watch satellite television or use the PlayStation.

Dining for us was in the formal dining room with discrete service afforded by a well-positioned service area adjacent to the galley so that food comes to the table hot. Eating on board can be as formal or informal as you like with tables on both aft decks for alfresco eating, or what the family really enjoy is a get together for barbecues on the sun





The family loves watersports and fishing – there are three high-performance jet skis aboard. To keep the power consumption to a good level, LED lighting has been used throughout the yacht with electronic dimmers



deck. From the layout I can see that this would work extremely well. A dumbwaiter delivers food from the galley to all decks.

The sun deck offers an outside playground of white laminate and teak. A bar, wine cave and two large high-gloss tables, a television and barbecue facilities are forward of the mast and aft is a shaded spa pool. To the sides, large tinted glass panels are stored which can be removed and bolted into place to create a wall of glass as a windbreak, or using the second set of glass panels offers the possibility for an enclosed and air-conditioned personal gymnasium. It's a great idea, but the reality of putting all those heavy glass panels in place does make me wonder if they will get used.

The yacht is always at maximum capacity at the weekends

and safety has been taken very seriously from the high-sided bulwarks and covered walkways of almost a metre in width to heavy glass and steel framed gates to all outdoor areas.

Other extras that have been engineered to take the capacity into consideration are a Hamam system, huge watermakers, zero-speed stabilisers, extra fridge and freezer space, a dedicated garage for the Castoldi jet tender and room for three supercharged jet skis plus all the fishing gear.

It is clear that the owners are very happy with their yacht and it was a real pleasure to be in such animated company where the passion for the sea, business and love of life was extraordinary and it really brought the whole feeling and concept of the yacht alive. 🍷

There are three twin crew cabins, plus the captain's cabin which is located on the bridge deck, all with good ceiling heights



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OCEAN TRAVELLER

Greek islands

Soaking up the culture of the Aegean

words:
Tom Isitt
photography:
Tom Isitt



AS A DESTINATION FOR A SUPERYACHT CHARTER, THERE ARE FEW PLACES MORE LOVELY, OR MORE INTERESTING, THAN THE GREEK ISLANDS. WE EXPLORE ON BOARD *PROTEUS* AND *IRIS*



As the late summer sun dips towards the horizon, the crew go smoothly about their business of getting you moored up, while you sit on the aft deck and sip your afternoon tisane. The town, a picture-postcard collection of whitewashed houses with terracotta tiled roofs clustered around the harbour, lies stretched out before you, bathed in the soft golden light of late afternoon in the Greek islands.

For many of us, Greece and her islands are imbued with a kind of magical romanticism. More so than almost anywhere else, they are etched into our subconscious, probably thanks to Athens being the birthplace of democracy and to the huge amount of literature and art that has subsequently influenced much of western culture. Homer, Aeschylus, Pausanias, Byron, Graves, Renault and Durrell have all played a part in ensuring that the beauties of Greece are familiar to many of us. Hollywood, too, has played its part — Zorba, Shirley Valentine, Mama Mia, Captain Corelli and Boy On A Dolphin have captivated many of us. Then there are classical antiquities: the Acropolis in Athens, Olympia, Delos, Ephesus, Delphi, Mycenae, Epidauros, and so on.

Greece, it seems, still continues to draw us in, seducing us with her blend of hospitality, romance, simplicity, climate and culture. But it's a

curious phenomenon that the eastern Mediterranean is regarded as the poor relation to other parts of the world when it comes to superyacht chartering. The Caribbean is perennially popular, and the western Mediterranean equally so, but for some strange reason the eastern Med remains a superyachting backwater.

Maybe it's because the glitterati tend to stick to old favourites, where chic boutiques and Michelin-starred restaurants are within walking distance of the superyacht quay. Or maybe it's because the eastern Med appears to be more about package holidays and backpackers than about exclusivity, luxury and indulgence. Perhaps the lack of palm trees and coral beaches make it somehow less appealing, even though Greece has olive trees, citrus groves, and some of the best beaches in the Med.

The upside of this is that the islands are surprisingly free of charter fleets, the downside is... well, there is no downside, unless you need a Gucci shop in every port of call. There is a relaxed, unhurried feel about the Greek islands, a timelessness perfect for recharging your metaphorical batteries.

Although the number of charter boats operating in the Greek islands is modest compared with other parts of the globe, there are a number of companies offering good quality yachts for charter. One of those is



Left: *Proteus* leaves the picturesque island of Poros. Its close proximity to the mainland means many Athenians have summerhouses there
Far left: a gold funerary mask, excavated at Mycenae, believed to be that of Agamemnon.
Right: an early Mycenaean pythos (storage jar)



There really is no shortage of things to see, particularly if you are of an historical or cultural persuasion. Athens itself is fascinating, and you should give yourself at least a day to see the Acropolis

Megisti Blue, which acts as a broker for a number of yachts, has two boats in its own fleet — a Falcon 114 called *Proteus* and a Custom Line 30 metre Navetta called *Iris*. It was these two boats that we took on a charter around the Greek islands at the end of the season to get a feel of what the area is all about.

So, you've arrived in Athens and have settled on to your yacht — where to go and what to do? Generally, the captain will be very familiar with local waters, harbours and places of interest, so he's the man to speak to. Or you can set your own itinerary if you have an idea of the things you want to see and do. From our brief cruise around parts of the Peloponnese, the Saronic Gulf and a few of the closer islands, I can assure you that you won't be bored.

There really is no shortage of things to see, particularly if you are of an historical or cultural persuasion. Athens itself is fascinating, and you should give yourself at least a day to see the Acropolis and the Archeological Museum. From Athens you can either opt to explore the Peloponnese or you can head south-east for the islands. And while there is much to commend on the islands, it's worth spending a bit of time along the shores of the Peloponnese as well because it's a beautiful coastline and there are some fabulous places to visit.

The Peloponnese

Home of the Spartans, the Olympic games, mythical monsters and legendary heroes, the Peloponnese is Greece personified. The scenery is dramatic, with mountains reaching skyward, raked with dark, steep chasms, and rolling hills clad in pine and citrus groves and vineyards. It is here that Hercules performed his 12 labours, where Clytemnestra murdered Agamemnon in his bath and where Helen of Troy hatched from an egg. Here, the curse of the House of Atreus seems to sing from the ancient stones, and all around you are reminders of a bygone age of poetry and art and theatre.

Of the must-see places on the Peloponnese, the Argolis peninsular in the north-east corner contains the most interesting sites, and Mycenae has to be right at the top of anyone's list. Spending a day or two moored up in Nauplio will give you access to Mycenae, Argos, Tiryns and the Argive Heraion, and Nauplio is a beautiful town (one of the few on the Peloponnese) in itself.

And who wouldn't be inspired by somewhere like Mycenae? Walking past the cyclopean masonry walls (51 metres high and 4.6 metres thick) and up through The Lion Gate, you are walking in the footsteps of



Agamemnon. In its day (about 1200BC) Mycenae was one of the most powerful and important cities in the Mediterranean, stunning gold treasures have been excavated here, and even if you disregard the Homeric tales there is no doubting that Mycenae was a place of great importance for more than 1,500 years.

And while Mycenae justly attracts the bulk of sight-seers, nearby Argos and Tiryns are also worth a look (the hollow walls of Tiryns are particularly wonderful). Serious antiquarians should also take a look at the Argive Heraion, Hera's sanctuary near Argos.

On the north coast of the Argolis is Epidaurus, sanctuary of Asclepius (the god of healing) and site of the best-preserved Greek amphitheatre in the world. This stunning amphitheatre seats 12,000 people and the acoustics are so good that even if you sit in row 54 (the uppermost one) you can hear a match being struck down in the orchestra. They stage ancient Greek plays here at the weekends in July and August, and it's definitely worth going — to see an Aeschylus or Sophocles play here, on a balmy summer evening, is to experience Greece in a truly magical way.

Just up the coast from Epidaurus is a submerged Roman settlement, a mere two metres below the surface and 20 metres offshore, where you can snorkel among the walls and amphora, and pick shards of 2,000 year-old pottery off the sea bed.

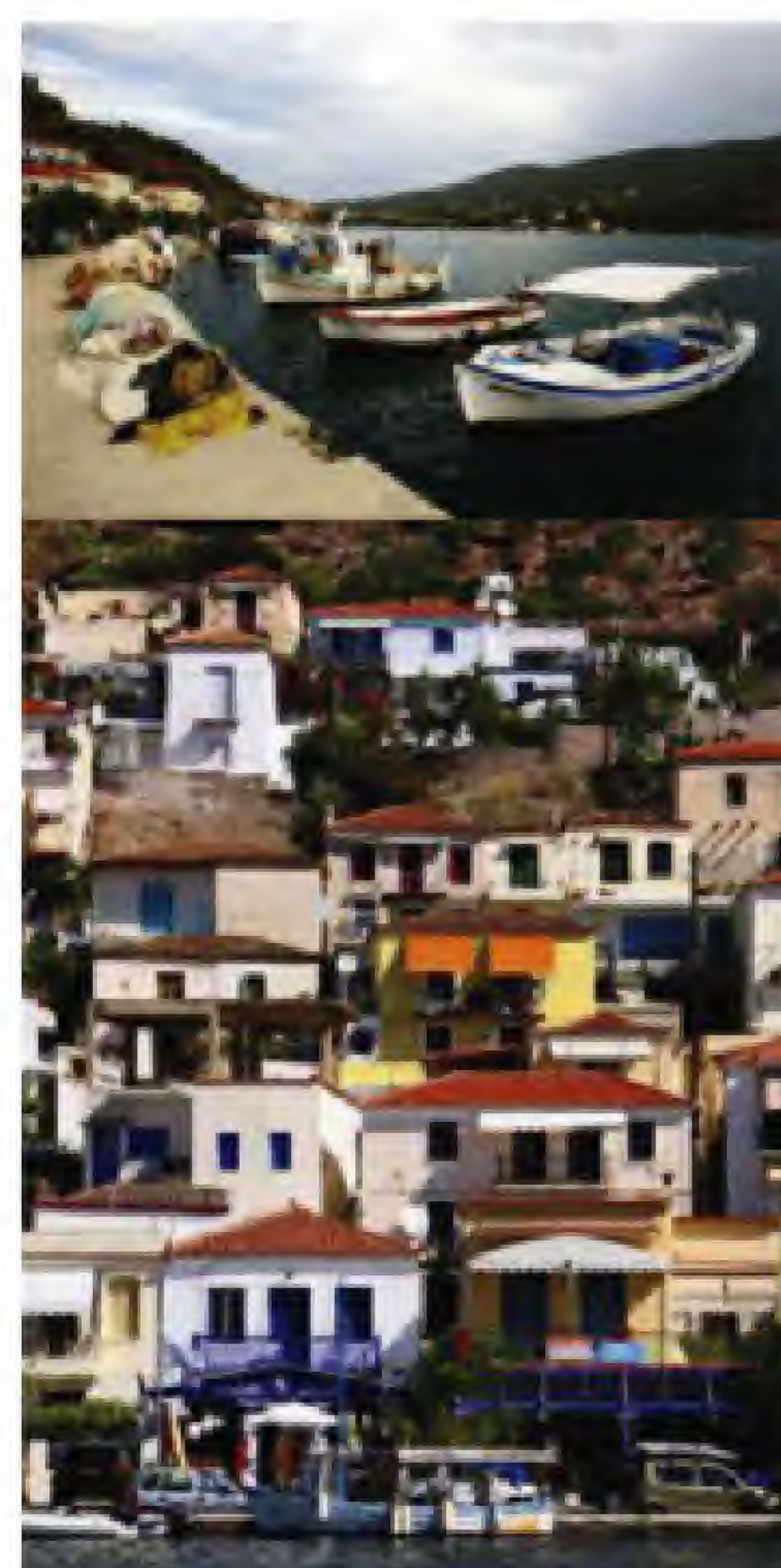


On the other side of the Peloponnese is Olympia, where the original Olympics were held. If you're feeling energetic you can race the kids the length of the original stadium, if not you can marvel at the Hermes of Praxiteles. There is a shaded calm and natural beauty about Olympia that no amount of coach parties can spoil. And if you're at Katakolo (the nearest marina to Olympia), it's worth heading into the Gulf of Corinth for a look at Delphi, another stunning ancient site, this time where the oracle dispensed 'wisdom' and where you can drink from the fountain of eternal youth. Delphi, perched on the side of a mountain overlooking the sea, is a breathtakingly beautiful place.

The islands

It would be impossible to do justice to the Greek islands in just a few pages, so we're going to look at some of the popular ones and some of the unmissable ones. The islands are generally divided up into groups, according to geographical location:

- **The Ionian islands** (Corfu, Zakynthos, Ithaca and Lefkada) which run down the west coast of the mainland
- **The Argo-Saronic islands** (Aegina, Salamina, Poros, Agistri, Hydra, Spetses) which are situated between and around Athens and the Argolis peninsular



From above: snorkelling in the crystal waters of the Aegean; fresh fish at the local market; a fisherman mending his nets. Main picture: the Parthenon on the Acropolis in Athens, a fine example of Doric peripteral octastyle architecture. Below: enjoying lunch aboard *Proteus*, a Falcon 114



StoreMags

Chartering a boat for a holiday such as this is as much about the boat and crew as it is about the places you visit. The boat needs to be well-designed for chartering, in excellent condition and crewed by a special team of people



- **The Sporades** [Evia, Skyros, Skiathos, Skopelos] situated along the eastern side of the mainland
- **The North-East Aegean islands** [Samos, Thassos, Lesbos, Samothraki, Chios, Limnos] situated by the Turkish mainland
- **The Dodecanese** [Rhodes, Kos, Patmos, Kalymnos, Symi, Karpathos], situated south of the North-East Aegean islands, off the coast of Turkey
- **Cyclades** [Naxos, Mykonos, Delos, Paros, Santorini, Kynthos, Kea, Milos], the main group of islands south-east of Athens
- **Crete** the largest island and furthest south.

For most visitors, it's the Cyclades that epitomise the Greek island experience. Here, on islands such as Santorini or Mykonos, the archetypal Greek towns can be found on hillsides or clustered around fishing harbours. Whitewashed houses, narrow alleys, Greek orthodox churches, tavernas smelling of stewing octopus, pungent Greek cigarettes, old men sitting in the shade playing backgammon. It feels

like this has been going on for thousands of years, with only the buzz of tourist scooters as a reminder of the 21st century.

Santorini and Milos, to the south of the Cyclades, are the most dramatic islands, both volcanic and both boasting stunning coastlines and pretty villages. For those in search of a bit of nightlife, Mykonos is the place to head to, while those seeking peace and quiet should head for Tinos or Andros. The historically inclined will want to make a stop at the island of Delos, an uninhabited island that is one of the most important archaeological sites in Greece. Legend has it that this is the birthplace of Artemis and Apollo, and for over 1,000 years this was one of the most sacred places in the Mediterranean. The Lion Terrace, the House of Dolphins and the amphitheatre are all wonderful, and it's worth spending a day here.

The Argo-Saronic islands maybe right on the doorstep of Athens, but that's no reason to disregard them. Hydra and Spetses are fabulously beautiful (Hydra has no cars on it), Poros town is picture-postcard quaint, and Aegina has one of the best Doric temples (the Temple of Aphaia) in Greece... definitely worth a look.

The Sporades are also worth a visit, and fans of *Mamma Mia* will be able to see where much of the film was shot in Skopelos. Indeed, Skopelos is refreshingly unspoiled, more so than neighbouring Skiathos.

Whether you want to go as far afield as the Dodecanese and the north-east Aegean islands rather depends on time and inclination. They are 200 miles from Athens and you'll be burning a lot of fuel to get there. That's not to say they aren't worth visiting, it's just that you might want to start closer to home and save them for when you've exhausted islands closer to Athens.

Chartering a boat for a holiday such as this is as much about the boat and crew as it is about the places you visit. The boat needs to be well-designed for chartering, in excellent condition and crewed by a special team of people. You could charter the best boat in the world, but if the crew are not up to scratch then you're not going to enjoy your holiday.



From top left: the castle at Nafplio has a commanding view over the town. *Iris* prepares to drop the hook for a spot of lunch. *Proteus* and *Iris* dwarf the local boats. Above: The Erechtheion on the Acropolis in Athens, considered to be one of the most beautiful buildings in the world



From top: the monastery of Zoodochos Pigi on the hillside. Octopus is one of the many local delicacies enjoyed in the tavernas. Below: playing with the PWC from *Iris*





Happily, the crews of *Proteus* and *Iris* are among the best I've come across in this business, providing superlative attention to detail and a level of service unusual, even in this market.

Although *Proteus* and *Iris* are several years old, they've been kept in tip-top condition and feel like new. With attentive stewardesses, captains who know these waters intimately and chefs who can conjure up the most astonishing dishes, these two yachts are a wonderful way of seeing the best of what Greece has to offer. *Iris* is the more traditional boat, a semi-displacement Navetta that will appeal to the more traditional charterer, while *Proteus* is a thoroughly modern planing

craft. Both come equipped with tender, jet ski and all the other toys you'd expect, and both will offer the sort of charter holiday that will make you want to come back again and again.

As you cruise from island to island, and Homer's 'wine-dark sea' slips gently beneath you, it's hard not to feel the magic and history of these islands. Familiar names come to mind – Odysseus, Pericles, Hippocrates, Polykleitos, Ajax, Patroclus. Great warriors, brilliant architects, poets and sculptors, writers and statesmen. Fleeting glimpses of long-dead heroes among the olive trees, the distant tinkle of goats' bells, clear blue skies, the scent of pines in the sunshine...

FACT FILE Greek islands

AREA 131,940 sq km
COASTLINE 13,676km
NUMBER OF ISLANDS 6,000+
INHABITED ISLANDS 227
LANGUAGE Greek
POPULATION 11 million
CAPITAL Athens
MAJOR PORT Piraeus, near Athens
CURRENCY the euro
HIGHEST POINT Mount Olympus (2,917m)
RELIGION Greek Orthodox
BOOKS *Greek Waters Pilot* — Rod Heikell, 2007, Imray, £35; *Ionian* — Rod Heikell, 2008, Imray, £17.95; *Ionian Cruising Companion* — Vanessa Bird, 2007, Wiley Nautical, £24.95; *Blue Guide: Greece (The Mainland, Aegean Islands, Crete)*, £17.95; *Cadogan Guide: Peloponnese and Athens*, £14.99; *The Greeks & The Sea* — D E R Isitt, Erskine Press, £16.95.
CHARTS Imray — G1, G2, G3, G33, G34, G141; SNC — 1030, 1600, 1676, 2402, 2404, 2405
GETTING THERE Numerous airlines fly to Athens. Charter companies will

usually collect you from the airport, but if not a cab will cost around €40 to Piraeus or central Athens. Ferries depart from Piraeus to most of the islands, if you're joining the boat somewhere else.

CUSTOMS Greece is part of the EU, so the usual customs procedures apply to EU residents. Once cleared into Greece there should be no need for further customs clearance unless you leave Greek waters.

PROVISIONING Most of the larger islands have everything you might need by way of provisions. In Piraeus, the starting point for most charters, there are extensive facilities for provisioning, as well as extensive shore-based marine facilities.

MOORINGS Most of the bigger islands have harbours that can accommodate large yachts, moored stern-to. There are purpose-built marinas in Corfu, Lefkas, Kalamata, Crete, Samos, Halkidiki, and around half a dozen in and around Piraeus, the port of Athens. Of these, Flisvos is the most prestigious, closely

followed by Zea and Vouliagmeni. All have excellent facilities for superyachts.

BUNKERING Fuel is available throughout the Greek islands and it's very unlikely you would encounter problems fuelling. As well as the bigger marinas, the larger harbours usually have a fuel dock for their fishing fleet, or a tanker can be organised relatively easily.

WEATHER The Greek islands tend to be hot and dry in the summer and warm and wet in the winter. High summer can be stiflingly hot, with temperatures regularly exceeding 40°C, so the best times to go are May and June, or September and October. You'll also miss the peak tourist season if you go in spring or autumn (and the charters are generally cheaper, too).

CHARTERING Megisti Blue has a number of superyachts for charter on their books, as well as their central agency yachts – *Proteus* and *Iris*. Both are based in or near Piraeus, and both are skippered and crewed by very experienced staff. See www.megistiblue.com for more details.

Chihuly



Atlantis Sealife Tower
Atlantis, The Palm, Dubai, United Arab Emirates
2008, 32 x 12½ x 12½'

Photo by Parks Anderson

Artist: Dale Chihuly
www.chihuly.com

Inquiries
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With so many alternatives available, now could be a good time for experienced charterers to make a switch

words: Kate Hubert



Bliss in a secluded anchorage in Moorea, French Polynesia

It is a truth universally acknowledged that experienced charter clients tend to choose the same type of yacht in the same location year after year. Some brokers report that 80 per cent return to the same destination, with up to 30 per cent choosing the same yacht. Perhaps we are all simply comfortable with the familiar – but what happens if the old ennui creeps in?

Now is a great time to revisit the thrill of your first charters, leave comfort zones behind and discover even more amazing experiences. Why not take a taster trip that breaks all the normal rules: if you're a sailor, try power; if you always go to France, head to the Eastern Med instead. And with shorter, lower-cost charters now freely available you may not even have to forego your regular trip.

Of course the simplest way of shaking things up is to go somewhere different, but this is often the hardest habit to break. To lessen the shock, check with brokers to see if any of your favourite yachts have ventured further afield. 'There are some fantastic once-in-a-lifetime yachting experiences to be had,' enthuses Sussie Kidd from CNI.

South Pacific: This is a long haul but Jeni Tidmarsh of The Luxury Charter Group comments, 'It's the only place I've ever been where reality is even better than the brochures.' And if for some reason the thought of crystal clear seas and deserted atolls doesn't do it for you, then remember that French Polynesia also offers fantastic cuisine and is not too far from Australia or even LA.

South East Asia: A 10-hour flight from Europe brings you to warm seas, spicy seafood and fabulous shopping. Singapore and Phuket offer superb superyacht services.

Indian Ocean: Owners and brokers are still sending some top-class yachts to these pristine cruising grounds.

Eastern Mediterranean: People are raving about the waters of Croatia

and Montenegro and it's so close to the regular stomping grounds it's really not far from anyone's comfort zone!

But if the destination is fixed, then one can still ring the changes with the new yachts coming into the charter fleet. If you love your regular yacht and her crew then perhaps there's no need to change but with elevators, SeaBobs and full spas many of the new kids on the dock are more akin to six-star hotels than boats.

And why stop there? If you're having a rethink, then question everything – why not upsize and invite the whole family, or downsize and have a really intimate break? Perhaps consider sail rather than power – as larger and more stable sailing yachts are being launched this is a great time to fall in love with the romance of sail. Or go 'old-school' and consider a yacht that's been recently refitted, or a retro design which looks fabulous but still boasts all the luxuries you've come to expect.

Every year more and more toys get added to the garage – SeaBobs are replacing the increasingly problematic jet skis and more slides and trampolines are appearing. You could even utilise these fun facilities to learn new skills: do some scuba diving or learn dinghy sailing. Check out whether the chef is happy to offer cookery classes, or if one of the crew can teach yoga.

If you're thinking of trying something new it makes sense to take good advice. Alev Karagulle of Burgess notes, 'Change for the sake of change is not a good idea and it is important to know and understand the client well enough to evaluate whether the outcome will be successful or not. There is nothing worse than a disappointed client. This is an industry that is built on the highest standards of customer service and a good broker intuitively knows what recommendations will keep a client happy.'

Perhaps the only real risk lies in not making the change – so never discovering your new favourite charter.

CONTACT: MYBA [The Worldwide Yachting Association] WEB: www.myba-association.com

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EDITOR'S CHOICE

Kokomo: performance-driven sloop sets the benchmark

Every now and then an owner comes along with a challenge to the industry to venture into new territory. *Kokomo's* owner has done just that, and the team involved has responded with a tour de force that will no doubt set new benchmarks in the world superyacht fleet.

Driven by a desire for volume and performance, Dubois designed a masterpiece – she has the largest mast ever made by Southern Spars and Doyle's largest sails, and was constructed by Alloy in New Zealand.

The demand for speed hasn't resulted in any sacrifices in on board comforts. *Kokomo* still has a full

complement of marble bathrooms and bars, air-conditioning and the superyacht accoutrements to which charterers have become accustomed.

Redman Whiteley Dixon has designed a contemporary interior with strong rectangular themes accentuated by light teak veneers. The finish is superb with the detailing extending to leather-lined drawers and leather-wrapped handrails.

'Overall, this project represents a big step up,' says Ed Dubois. 'The various skill sets that have to combine in such a big project are phenomenal.'

Kokomo will be available to charter in Croatia from July 2011.

**KOKOMO**

LOA: 58.4m

BUILDER/YEAR: Alloy/
2010

COST: €230,000 per wk

LOCATION: Croatia from
July 2011TOYS INCLUDE : bikes,
fishing, kayaking,
rendezvous diving**CONTACT**

Dubois Yachts
Sarah Fraser
tel: +44 1590 626688
email: sarahfraser@
duboisyachts.com
web: www.duboisyachts.
com



CHRIS LEWIS

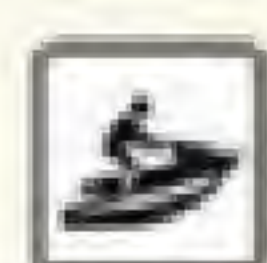
A selection of the top yachts available for charter



beach club



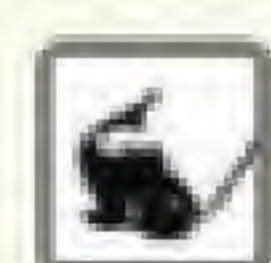
diving



jet ski



bikes



fishing



gym



kayaking



swim/spa



sailing



snorkelling



wind surf



water ski/
wakeboard



inflatables

Yogi

Amenities for 12 include a jacuzzi dip pool, swimming pool, two beach clubs, massage room and Teppanyaki bar

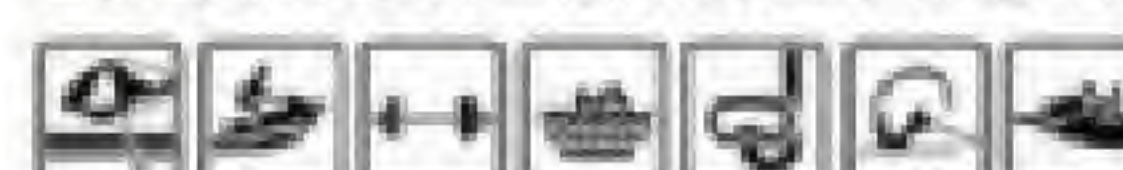


LENGTH: 60.2m

BUILDER/YEAR: Proteksan-Turquoise/2011

COST: €378,000 per week high season, MYBA terms; €357,000 per week low season

LOCATION: Mediterranean summer 2011



CONTACT

Burgess London

tel: +44 20 7766 4300

email: london@burgessyachts.com

web: www.burgessyachts.com

Marie

Accommodating eight guests, Marie offers traditional styling, high-end finishes and an interior by Hoek Design



LOA: 54.86m

BUILDER/YEAR: Vitters/2010

COST: Winter \$200,000; Christmas and New Year \$215,000 (10 day minimum)

LOCATION: Caribbean



CONTACT

Fraser Yachts

tel: + 44 20 7016 4480

email: london@fraseryachts.com

www.fraseryachts.com

Glaze

Glaze offers 12 charter guests a panoramic upper saloon, a vast sun deck, a bathing platform and plenty of water toys



LOA: 49.25m

BUILDER/YEAR: Trinity Yachts/2007 **REFIT:** 2010

COST: Winter \$240,000/\$210,000. Summer 2011 €195,000/€175,000

LOCATION: Caribbean / Mediterranean



CONTACT

Yachting Partners International

Carine Zanotti

email: charterfleet@ypigroup.com

web: www.ypigroup.com

Perla del Mare

Perla del Mare provides a very comfortable sailing experience for six guests and features jacuzzis in the en suites



LOA: 42.2m

BUILDER/YEAR: Saba Yacht/2010

COST: €65,000 high season; €50,000 low season

LOCATION: Turkey



CONTACT

Primo Yacht

tel: +33 (0)4 92 91 26 26

email: judith@primoyacht.com

web: www.primoyacht.com

Odyssey

This stunning, refitted Feadship is traditionally styled with elegant furnishings and all the amenities of a new yacht



LOA: 41.1m

BUILDER/YEAR: Feadship/1989 **REFIT:** 2010

COST: \$135,000

LOCATION: Caribbean winter, Mediterranean summer



CONTACT

Camper & Nicholson's

UK: Molly Browne

email: mb@lon.cnyachts.com

US: Diana Le Mares

email: dlm@pal.cnyachts.com

Melek

Melek is a sailing masterpiece with sleek lines and a ketch rig. She has five suites including a full-beam master suite

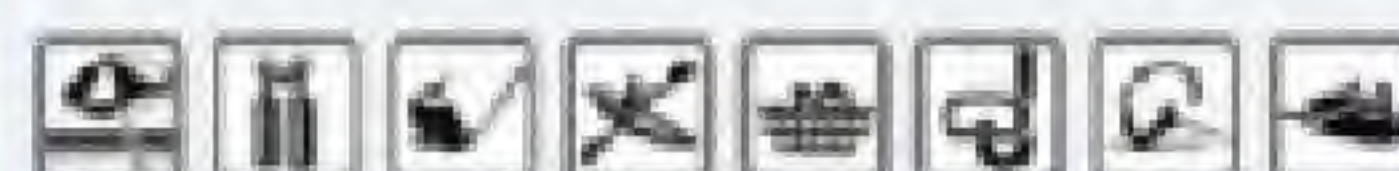


LOA: 56m

BUILDER/YEAR: Perini Navi Group/2010

COST: €200,000/€180,000

LOCATION: Caribbean and Mediterranean



CONTACT

Perini Navi USA

tel: + 401 683 5600

email: charter@perininaviusa.com

web: www.perininavi.it

Mustang Sally

Luxury and style with elegant interiors and expansive deck areas, this Westport guarantees six-star cruising



LOA: 40m

BUILDER: Westport

COST: \$105,000 low /\$120,000 high

LOCATION: Bahamas



CONTACT

YachtZoo

tel: +954 767 1036

email: melinda@yacht-zoo.com

web: www.yacht-zoo.com

Che

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LOA: 34.7m

BUILDER/YEAR: Sunreef Yachts /2010

COST: €69,000

LOCATION: Caribbean, Panama, French Polynesia



CONTACT

Sunreef Yachts Charter

email: charter@sunreef-charter.com

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BOAT OF THE MONTH

Award-winning *April Fool*

An outstanding, award-winning superyacht enters the sales market as **Burgess** and **Merle Wood & Associates** jointly list Feadship's 61m motor yacht *April Fool*. Built in 2006 with opulent accommodation for 12 guests, she has always been a private yacht. In its review of this yacht *Boat International* concluded: 'An exceptionally fine, gracious and comfortable family yacht, superbly put together by the Royal Van Lent yard.' *April Fool* is asking €67.5 million.

CONTACT

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Trident sold through Edmiston; Burgess signs Sokar; YPI and Merle Wood offer Glaze; CNI sells Sunrise Y; price reductions across board



Sirius

words:
Malcolm MacLean

The major news last month was the sale of Feadship's mighty 65m motor yacht *Trident*, with Chris Cecil-Wright of **Edmiston & Company** acting for both buyer and seller in a joint central agency with Merle Wood & Associates. Delivered in 2009, her Donald Starkey interior accommodates 14 guests in seven cabins and the asking price was €87 million. Another of Cecil-Wright's central agencies, the 53m *Vinydrea* built by Proteksan-Turquoise in 2008, was sold asking €23 million and with Charter and Charter acting for the buyer. Finally, to make it a hat-trick, Feadship's 45m *Sirius* was also sold, this time with Feadship acting for the buyer direct. New additions to the sales fleet include Perini Navi's 55.7m *Burrasca*, built in 2003 to ABS class with accommodation for up to 12 guests and asking €27

million through Alex Busher in Monaco. Still in Monaco, Cornelius Gerling has listed Tecnomar's 34m *Mates*, sleeping eight guests and with a retractable roof in the main saloon to maximise natural light on board. Built in 2004, she is asking €2.998 million. The price reductions also continue apace, as the 38m motor yacht *Odyssey*, built by Rodriguez in 2008, comes down from €11 million to €9.9 million.

More news on significant sales from **Burgess**, which acted for both buyer and seller in the sale of the 52m *Tigre d'Or*, built by Amels in 1999 and refitted in 2007/2008. She has now been withdrawn from the charter market but remains under operational management with Burgess. Recent additions to the list of boats for sale are headed by Codecasa's 63.77m *Sokar*, built in 1990 with nine

cabins for 18 guests. A substantial refit in 1997 and 1999 saw her lengthened by five metres with all major systems renewed or drastically improved. An impressive cruising speed of 18 knots and a 6,900 mile range make her ideal for worldwide cruising and she's for sale asking €30 million. Also new to the sales list is Baglietto's 42.8m *Le Yana*, built in 2008 and in 'as new' condition. Accommodation is for 10 guests in five cabins and she is ABS classed and MCA compliant, asking €18.5 million. Prices continue to tumble as Nobiskrug's 73.5m motor yacht *Siren* drops by €11.5 million to €63.45 million. The winner of several awards, including a World Superyacht Award and a ShowBoats International Award in 2009, her contemporary interior by Newcruise Design sleeps 12 in six cabins. With a range of 7,300 nautical miles at 14 knots and with versatile deck areas, she would be an ideal charter yacht. The owner of Alloy's 40m motor yacht *Ad Lib* is now a very focused seller and has reduced the asking price by over €2.5 million to €13.95 million. Designed by Dubois Naval Architects and built by Alloy Yachts in New Zealand, *Ad Lib* is another multiple award-winning yacht and offers accommodation for nine guests plus the potential for 11 guests with the conversion of the gymnasium into a cabin. Lloyd's classed, *Ad Lib* is also MCA compliant. Benetti's 49.9m motor yacht *Platinum* has also seen a significant price reduction, this time of €8 million down to €27 million. An ideal charter platform, she sleeps up



Sokar

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Gliss

to 14 guests in six richly appointed cabins and, ABS classed, is fitted with zero speed stabilisers. The owner of CMN's 42.6m *Paramour* has instructed a \$3.5 million price reduction to \$12.95 million. Launched in 2002, *Paramour* had a major refit in 2007 including a completely new interior by Claudette Bonville. A very popular charter yacht, she accommodates 10 guests in five cabins and is Lloyd's classed and MCA compliant. Finally, Akhir's 41m *Blink* has been reduced by €2.25 million to €12.5 million. A high-performance yacht with a refined interior design by Cristiano Gatto, she offers luxurious accommodation for 11 guests and features a vast flybridge, elevator and tender garage aft. ABS classed and MCA compliant, *Blink* has a shallow draught, providing a greater range of cruising grounds and itineraries.

At **Yachting Partners International**, Mike Rich acted for the buyer in the recent in-house sale of a 54.31m Amels 177 new-build motor yacht with Will Allen representing a private client. With delivery anticipated in April 2011, her exterior design is by Tim Heywood, while her interior, by Laura Sessa, accommodates 12 guests in six cabins. In the same week another central agency Amels yacht, the 40.24m *Monte Carlo*, also sold, asking \$5.9 million in a joint central agency with Northrop and Johnson. Another sale was the 31.8m sailing yacht *Kalikobass II*, delivered by Trehard in 1998 and refitted in 2008. Again, she was a joint central agency with Northrop and Johnson and the buyer was introduced by Bernard Gallay at Bernard Gallay Yacht Brokerage. Trinity's 49m motor *Glaze* yacht has joined the sales fleet in a joint listing with

Merle Wood & Associates. Launched in 2007, this superyacht recently emerged from a full refit including new paint, soft furnishings and an overhaul of engines and generators. MCA compliant, she accommodates up to 12 guests in six cabins and is asking \$25.9 million. There's more news of price reductions too, as Azimut's 35.8m *Squato* comes down from €5.9 million to €5.6 million. Built in 2005 to RINA class, she comfortably sleeps 10 guests in five double cabins, all with en suite facilities. *Ramses*, the 43.15m vintage Feadship with unmistakable Bannenberg lines, has been reduced by \$900,000 and is now asking \$6 million. Built by the De Vries yard in 1981, she was refitted in 1996 and sleeps 14 guests in four double and two twin cabins. There has been a reduction of €400,000 on Cantieri di Pisa's *Gladius*, now asking €9.5 million. ABS classed and MCA compliant she can accommodate up to 12 guests in a master suite and four cabins plus two Pullman berths. Finally, another price reduction – this time one of €1 million on Lürssen's 40.35m motor yacht *Leonora*, now down to €6 million. Delivered in 1991, she had a major refit in 2008 and

accommodates eight guests in a master, VIP suite and two twin cabins.

Michael Payne at **Camper & Nicholson's International** has sold the 44.85m *Sunrise Y* in an in-house deal. Built by Sunrise Yachts in 2009, she accommodates 12 guests in high-level comfort and was asking €16.5 million. Meanwhile the Antibes office sold Baglietto's 42m motor yacht *Oxygen*, with Whale Yachts in Cyprus representing the buyer. Also sold was Mangusta's 33.4m *Lady J*, built by Overmarine in 2006 and asking \$5.9 million. Additions to the sales listings include Feadship's 44.75m *Princess Too* asking €19.5 million, VAT paid. Delivered in 1999, the owners have invested a considerable sum of money in a complete interior refurbishment and she accommodates 12 guests in a master, VIP and four twin cabins. Also listed is *Life's Finest II*, a 40m motor yacht built by Northcoast Yachts in 1995. Her rich mahogany interior sleeps 10 guests in a main deck master suite along with three doubles and one single cabin. On the corporate side, Matt Emerson has been appointed president of Camper & Nicholson's USA, the beginning of further expansion in the North American market. As part of these plans, Daniel Kiernan has joined the US team and will be heading the charter marketing division with a team of four.

Merle Wood & Associates was joint listing agent in the sale of the 53m Proteksan-Turquoise motor yacht *Vinydrea* and Feadship's 44.8m *Sirius* and was also joint central agents with International Yacht Collection in the latter's sale of Christensen's 47.8m *Nice N' Easy*. Several yachts have been signed for sale, including Trinity's 49m motor yacht *Glaze* as a joint listing with Yachting Partners International. *Chantal Ma Vie*, a 46.3m motor yacht built by Nylen in 1985 and refitted in 2005 and Benetti's 44.2m *Lady Sheila* have also



Princess Too

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FANTAMAG

MARKET ROUND-UP



Passe Partout

been signed, along with CMN's 42.3m *Paramour* and Mondomarine's 42m *Trinity II*. And of course there are the usual price reductions as Christensen's 47.8m *Thirteen* is down to \$31.5 million and Van Mill's 43.5m *Starship* drops from \$13.5 million to \$9.75 million.

Over at **Fraser Yachts**, Jeff Partin and Neal Esterly have signed Westship's 44m *Fighting Irish* for sale asking \$12.995 million, while Richard Earp in Monaco has listed Fratelli Rossi's 44m *Sud* asking €3.95 million and Stuart Larsen lists Hakvoort's 34m *Ace of Diamonds* at \$6.25 million. Price reductions include a €200,000 drop in Jurgen Koch's listing, the 38m Siar & Moschini *Indigo Star*, now down to €4.9 million and Giulio Riggio has seen a €100,000 reduction on his central agency, the 35.05m sailing yacht *Sundara*, now asking €2.35 million.

Ben Bartlett at **YCO** introduced the buyer in last month's sale of Royal Huisman's 32m sailing yacht *Gliss*, a

central listing with Ocean Independence. *Gliss* was asking €11.8 million.

At **Ocean Independence**, Peter Hurzeler and Axel Douque brokered the sale of a 46.5m new-build motor yacht from the Italian Rossi Navi yard with delivery scheduled for 2012. The new yacht, designed by Frank Mulder, will be MCA compliant, accommodating 12 guests. Peter Thompson and Michael White in London have signed two yachts for sale. Firstly, there is Oceanline's 38.75 *Mamba*, launched in 2008 and accommodating 12 guests in six cabins with a contemporary Art-Line interior. Then comes the speed queen from McMullen & Wing, the 37.6m *Ermis2*. Delivered in 2008, this award-winning Rob Humphreys design reaches speeds of over 55 knots and sleeps 10 guests in four cabins. Going back to Peter Hurzeler and Axel Douque, they have recently listed *Mariposa*, a 38.5m steel and aluminium motor yacht from Avangard



Fighting Irish

Yachts in 2010. Bureau Veritas classed, she was designed for world cruising, sleeping 10 guests in five cabins.

Anne Avery at **Northrop and Johnson** has seen her central listing, Jongert's 31.7m sailing yacht *Erica XI*, sold, with Bill Titus in the Newport office introducing the buyer. Built by the Dutch yard in 1997, she was asking €3.495 million and has been renamed *Cara Maria*.

The 68.5m motor yacht *Hermitage* was recently launched by Germany's Lürssen yard in Rendsburg. Built under the supervision of **Moran Yacht & Ship**, her exterior design is by Espen Oeino with an Andrew Winch interior and delivery is scheduled for 2011.

Dahm International has announced a substantial €1.25 million price reduction on Herbert Dahm's central listing, Jongert's 42m flybridge sailing yacht *Passe Partout*. In 'as new' condition after her substantial refit in 2009, she has not been used since and has been carefully maintained by her professional crew. The asking price is now €9.75 million.

Finally, **International Yacht Collection** has announced its acquisition of The Sacks Group. The enlarged company now has over 160 superyachts for charter, brokerage and management.

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Hermitage



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Year-on-year values show a 107% increase for October, and while second-hand markets languish, the biggest spenders eye new-builds

October 2010 was another month dominated by new yachts coming on the market and price changes, but it did see an encouraging number of orders for new yachts, as well as year-on-year growth in terms of brokerage sales, with the total value of asking prices of yachts sold so far this year falling just short of €2 billion.

Brokerage sales

We counted 15 brokerage sales in October 2010, the same number as in October 2009. However, the total asking prices were up by 107% at €166.7 million as against €80.7 million last year. The explanation lies in the number of large, pedigree superyachts sold last month, including the 52m *Tigre d'Or*, 44.85m *Sunrise Y* and 53.2m *Vinydrea*. Meanwhile there's good news in the overall sales figures from January 2010 to date compared with last year, with 162 yachts sold as against 156 from January to end-October 2009, an uplift of 5%. Much more significant, however, is the fact that we're fast approaching the €2 billion mark as €1.92 billion worth of yachts have been sold to date compared with €1.5 billion this time last year, an increase of 28%.

New on the market and price reductions

Twenty-five superyachts came on to the brokerage market last month, with the inevitable result of 48 price reductions totalling €52.3 million; the average reduction was 14% of asking price.

Orders, launches and completions

We counted only four new orders in October 2010, well below the 10 signed in September, but still significant in that they bring the total number of orders signed so far this year to 50, five more than we recorded in the whole of 2009.

There were six new launches last month and seven yachts delivered to their owners, the most notable being Derecktor's 85.6m *Cakewalk*, the largest yacht by volume ever built in the USA.

A broker's perspective

Hein Velema, CEO of Fraser Yachts, comments, 'The Monaco and Fort Lauderdale boat shows left us with a positive feeling. Monaco in particular was exciting and we are currently closing several deals as a result of it. What I found remarkable is the increase of interest in new-build projects, especially the very large ones. The Russians are back, but with a different attitude.



Tigre D'Or

They pay much more attention to the price and know how to negotiate. The atmosphere in Fort Lauderdale was much better than in the last few years, however the American market is still not at the same level as the European one. The attendance was not as high as we hoped for, especially over the weekend. Nevertheless, there was good activity and some boats are being sold. In order for the world market to recover we need the American clients to be back and active again. With the change of power in Washington we hope that the wealthy will feel more comfortable spending. We already see that the first signs are there in the charter market.'

A builder's perspective

With two superyachts due for delivery this winter, we spoke to Toby Allies, sales and marketing director of Pendennis Shipyard. 'Following the 2010 regatta season and autumn superyacht shows there are green shoots appearing among the design community which we were all hoping for, certainly as far as new builds are concerned. This is reassuring especially considering the continued economic uncertainty, fluctuation of currency markets and increasing legislation in our industry.

'On the refit side, there is still a strong market with a large amount of brokerage yachts attracting offers and refit quotations. The opportunity to secure a quality pedigree project and shop around for a good deal for refit work has never been better.'

For the latest information on new build orders, launches, brokerage sales and name changes plus market analysis check out www.boatinternational.com/marketintel

CONTACT: If you have any new orders, completions, name changes or brokerage sales for Market Intelligence please email mi@boatinternational.com

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launches over 24m

name	country	builder	type	loa-m	construction
6501	The Netherlands	Amels	M	64.7	steel/aluminium
Lady Britt	The Netherlands	Feadship	M	63	steel/aluminium
Hermitage	Germany	Lürssen	M	68.15	steel/aluminium
Mazu	Taiwan	Cheoy Lee	M	46	composite
Kiboko (bis)	South Africa	Southern Wind	S	28.64	composite

name changes over 24m

former name	builder	type	loa-m	year	new name
Amazon A	Aegean Yacht Services	M	32	2006	Royal Enterprise
Mr Mach 5	Arno	M	27	2007	Mysven
Quest	Benetti	M	36.6	2008	Quest R
Pisa 689	Cantieri di Pisa	M	32.95	2009	Beata
Rubeccan	Ferretti	M	34	2003	Ruby
Sirius	Feadship	M	44.65	2010	Gladiator
Man of Steel	Heesen Yachts	M	50	2008	Inception
Gemini Bis	Overmarine	M	32	2001	Plume
Royal Eagle	Picchiotti	M	42.75	1990	Golden Eagle
Vainqueur	Sensation Yachts	S	37.37	1986	Philkade
Boardwalk	Westport	M	39.6	2005	Horizon

orders over 24m

country	builder	type	loa-m	construction	designers/due
Brazil	Intermarine	M	26.9	composite	Luiz de Basto/2011
China	Jet-Tern Marine	M	27.9	composite	Guido de Groot/2012
Italy	Wally Yachts	M	26.1	composite	Allseas, Wally & Luca Bassani/2011
CNC	Italy	M	50.0	composite	CNC/E. Cano Lanza/2012

second-hand sales over 24m

name	builder	type	loa-m	country	year of build/refit
Frozen Assets	Broward	M	26.5	USA	1996
Gliss	Royal Huisman	S	32	The Netherlands	2006
Lady J	Overmarine	M	33.5	Italy	2006
Kalikobass II	Trehard	S	31.8	France	1998
Monte Carlo	Amels	M	40.24	The Netherlands	1988
No Boundaries	Bracewell	M	27.9	USA	2006
Sea Eagle III	Overmarine	M	28	Italy	2003
Sirius	Feadship	M	44.65	The Netherlands	2010
Solaria Too	Esterel	M	26	France	1973
Sunrise Y	Sunrise Yachts	M	44.85	Turkey	2009
Tigre d'Or	Amels	M	52	The Netherlands	1999
Viaggio	Cheoy Lee	M	27.4	China	2007
Vinydrea	Proteksan Turquoise	M	53.2	Turkey	2008

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SUNRISE Y 44.8m/147'1, Sunrise Yachts, 2010



BLUE EYES 42m/137', Baglietto, 2004



LADY J 34.4m/109'7, Overmarine, 2006

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Asking price: €26,000,000

FLYING EAGLE 48m/157'6, Bloemendaal & Van Breemen, 2005
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Asking price: €16,500,000

SUNRISE 45 HULL 182 44.8m/147'1, Sunrise Yachts, 2011
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PRINCESS TOO 47.5m/156'. Fastship, 1999

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ROCHADE 47.5m/156', Delta Marine, 2011
MICHAEL RAFFERTY ☎ +1 561 655 2121 ✉ mrafferty@pal.cnyachts.com

Asking price: €10,250,000



BEVERLEY 36.58m/120', Benetti Classic, 2008
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Asking price: €4,400,000



CELEBRATION 34m/112', Ferretti, 2003
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ ce@ant.cnyachts.com

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HOT DEAL



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LEONESSA 25m/83', Ferretti 830, 2005

GASTON LEES-BUCKLEY ☎ +33 (0)4 92 912 912 ✉ glb@ant.cnyachts.com

Asking price: €9,900,000



PHILOSOPHY 43m/141', Brooke Yachts International, UK, 1991/2009*

GEORGES BOURGOIGNIE ☎ +1 954 524 4250 ✉ gcb@fil.cnyachts.com

Asking price: €4,500,000



BONITA J 34m/112', Moonen, 1997

MATTHEW FISHER ☎ +377 97 97 77 00 ✉ mrf@mon.cnyachts.com

Price on Application



JACK BLU 30m/100', Benetti, 1981

MATTHEW FISHER ☎ +377 97 97 77 00 ✉ mrf@mon.cnyachts.com

Asking price: €690,000



ANDREA S 24.5m/80', Italversil, 1993

JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@cnipalma.com

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MIRABELLA V 75.2m/247', Vosper Thornycroft Shipbuilding, 2004
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Asking price: €29,995,000

MAJOR PRICE REDUCTION

SELENE 56m/184', Perini Navi, 2007
ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ alb@mon.cnyachts.com



Asking price: €14,900,000 VAT paid

WELLENREITER 46.1m/151'2, Jongert, 2003
ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ alb@mon.cnyachts.com

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Price on Application

NEW CENTRAL AGENCY



GAIA 30.7m/100', Spirit Yachts, 2007
GEORGES BOURGOIGNIE ☎ +1 954 524 4250 ✉ gcb@ftl.cnyachts.com



Asking price: €8,000,000

PERLA DEL MARE 42.2m/138'5, Saba, 2010
MATTHEW FISHER ☎ +377 97 97 77 00 ✉ mrf@mon.cnyachts.com



Asking price: €2,675,000

SOUTHERN CROSS 33.4m/109'6, Yarrow & Co, 1962
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@cnipalma.com



Asking price: €2,900,000

LADY THURAYA 31m/101'8, Lubbe Voss, 1982/2009
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ mp@mon.cnyachts.com



Asking price: €6,295,000

RAFOLY 28.85m/92', Yacht Industries, 2008 GEORGES BOURGOIGNIE ☎ +1 954 524 4250
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April Fool

An outstanding purchase opportunity, this award winning Feadship from Royal Van Lent is a sensational newcomer to the sales market. This ultimate 61 metre motor yacht offers exceptional accommodation for 10 guests.

Length overall 60.96m (200ft) • Built by Feadship, Royal Van Lent, The Netherlands in 2006 • Design by De Voogt Design/Janet Leroy/Studio Larvor • Accommodation for 10 guests

Asking Price
€67,500,000

Joint Central Agents for Sale

Not offered for sale to U.S Residents while in U.S waters

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Waterlily

A high-volume 2009 delivery in turnkey condition and ready for a new owner. With a vast sundeck and well-appointed living areas, WATERLILY also has great potential as a charter business.

Length 43.4m (142ft) • Built by Royal Denship, Denmark in 2009 • Design by Diana Yacht Design/Michaela Reverberi • Accommodation for 12 guests

Asking Price

€17,950,000

Central Agents for Sale



Vent d'Est

A graceful yacht with exceptional performance, VENT D'EST's modern and elegant interior provides a relaxing ambience for guests with the option to enjoy an exhilarating sail.

Length overall 42.9m (140.8ft) • Built by Vitters, The Netherlands in 2002 • Design by Dubois Naval Architects/Redman Whiteley Dixon • Accommodation for 8/9 guests

Asking Price

€11,750,000

Central Agents for Sale and Charter



ESS

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Miami	tel: +1 305 672 0150
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Athens	tel: +30 6932 408 285
Mumbai	tel: +91 2266 391900
Seattle	tel: +1 206 285 4561
Moscow	tel: +7 926 519 2078

Platinum

Recently reduced in price, this stylish 50 metre Benetti is a proven world cruiser and is now a very strong purchase opportunity.

Length overall 49.9m (163.7ft) • Built by Benetti, Italy in 2009 • Design by Stefano Naticchi/Benetti • Accommodation for 14 guests

Asking Price

€27,000,000

Central Agents for Sale and Charter



Zeus

A stunning 2009 delivery from the sought-after Mangusta 165 range and one of the largest open yachts in the world, the head-turning ZEUS is powered by triple MTU waterjets to an impressive speed of 37 knots.

Length overall 49.7m (163.8ft) • Built by Overmarine Mangusta 165, Italy in 2009 • Design by Stefano Righini/Maris Group • Accommodation for 12 guests

Asking Price

€27,500,000

Joint Central Agents for Sale



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Australis

Very keenly for sale, this brand new yacht is now asking US\$24,950,000. An exceptional opportunity to acquire a pedigree yacht direct from the renowned Oceanfast ship yard.

Length overall 48m (157.5ft) • Built by Oceanfast, Australia in 2010 • Design by Oceanfast • Accommodation for 10 guests

Asking Price
US\$24,950,000

Central Agents for Sale



New Sunrise

Now priced in Euros at a very attractive €28,500,000. This truly iconic yacht is a unique purchase prospect in today's market, with exceptional volume and classic Italian styling.

Length overall 61.3m (201.13ft) • Built by CRN, Italy in 2000 • Design by Studio Scanu/Francois Zuretti • Accommodation for 12 guests

Asking Price
€28,500,000

Central Agents for Sale



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Mumbai	tel: +91 2266 391900
Seattle	tel: +1 206 285 4561
Moscow	tel: +7 926 519 2078



CHIMERA, Azimut 86s, 2007
9 Guests. Asking: Euro 2,600,000
Lying: West Mediterranean

Central Agents for Sale



FOREVER ONE, Mangusta 130 S, 2007
Asking: Euros 12,495,000
8 Guests. Lying: West Mediterranean

Central Agents for Sale



ODYSSEY, Rodriquez 38, 2008
Asking: Euros 9,900,000
11 Guests. Lying: West Mediterranean

Joint Central Agents for Sale



LES, Mangusta 108, 2007
Asking: Euros 6,500,000
9 Guests. Lying: South of France

Joint Central Agents for Sale



CARTOUCHE, Couach 30, 1999
Asking: Euros 1,990,000
10 Guests. Lying: South of France

Central Agents for Sale



KILUANJE, Leopard 27, 2005
Asking: Euros 3,000,000
6 Guests. Lying: South of France

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BLUE EYES

Design Cruising Ketch, Delivery 2007, Flag Malta, RINA 100.A.1.1Y, sleeps 10 guests in 5 cabins with 7 crew, LOA 37 m, cruising at 10 kn, extraordinary high craftsmanship of interior design, classic exterior styling including an integrated whirlpool in a full beam aft lay down and lounge arrangement, winter refit and maintenance with shipyard warranty, ideal cruising yacht for family with kids - safety first, VAT paid while in European waters, great charter record in 2009 and already in 2010. Berth available in Marmaris.



CLEAR EYES

Design Cruising Ketch, Delivery July 2010, Flag Cayman Islands, ABS, MCA, unrestricted service, LOA 43.1 m, up to 8 crew possible. 12 guests will enjoy in 5 cabins the highest standards of interior workmanship, 2 master arrangements mid or aft ship possible. The classic exterior design lines with state-of-the-art rigging and technology offer an unparalleled spacious volume for family charters with friends and kids. The large deck areas offer plenty of privacy. All exterior equipment like deck cranes, davits, gangway, bathing ladder and whirlpool are completely integrated in the superstructure.

CONTACT

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YACHTS

SHIPYARD AND REFIT



COLUMBUS 177

54m (177') | Columbus | 2011 | 24,500,000 EUR

Serious full displacement motor yacht of over 800 tons for delivery in March. Six staterooms include full beam owners on deck and huge VIP on the bridge deck. Exceptional volume from her 10.2m beam. Two tenders and wave runners in a garage leave her expansive outside deck spaces entirely clear. 16.5 knots cruising with a 5000 mile range. ABS and Green star classification for environmental correctness and full MCA (LY2).

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



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FRASER YACHTS



HARBOUR MOON | 43m (141') | Heesen | 1996/2010 | 11,750,000 EUR
Cherished by the same Owner and Captain since 1996. Completely rebuilt in 1998/99 by Heesen and Struik & Harnerslag. With Donald Starkey, the Owners gave HARBOUR MOON an extravagant stylish look. Just completed in May 2010 a full refit.

Antoine Larricq | Monaco +377 678 636 172 | antoine.larricq@fraseryachts.com



SINDONEMO | 30m (100') | Yachting Development | 2000/2005 | 4,500,000 EUR
Comfortable layout with raised salon and protected cockpit. The crew is located forward with crew mess and galley. Deck gear includes captive winch for reduced crew on deck. Motivated seller.

Antoine Larricq | Monaco +377 93 100 450 | antoine.larricq@fraseryachts.com



FRASER YACHTS



Not for sale to US residents while in US waters.

TATOOSH | 92m (303') | HDW Nobis Krug | 2000/2010
TATOOSH is the finest large motor yacht available on the market today. Ten staterooms with a private owner's apartment, plus extra cabins for staff. Large swimming pool, cinema, two helicopter decks and two 42' (13m) tenders, along with a myriad of other toys.

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MYSTIQUE | 50m (165') | Oceanfast | 1988/2010 | 17,900,000 USD
This extraordinarily beautiful and unique yacht was designed by Jon Bannenberg and built by Oceanfast. She is shallow and fast which make her ideal for Bahamas and East Coast cruising.
Jody O'Brien | Ft. Lauderdale +1 954 463 0600 | jody.obrien@fraseryachts.com



AGHASSI | 44m (145') | Christensen | 2002 | 14,500,000 USD
Features an on deck, full beam master stateroom plus 4 large guest cabins. Crew accommodations for up to 8. Large esthetically pleasing, well equipped galley with sliding partition to dining salon.
Brian Holland | Seattle +1 206 382 9494 | brian.holland@fraseryachts.com

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CRYSTAL | 41m (137') | Benetti | 2012 | POA

New to the range, comfort, elegance and practicality define the dining and relaxation areas, the accommodation is customizable and the large windows open up the interiors.
Julian Calder | London +44 7918 650 089 | julian.calder@fraseryachts.com
Nabil El Jammal | London +44 7501 485 328 | Nabil.ElJammal@fraseryachts.com



ANTINEA | 43m (143') | Sterling | 1985/2010 | 7,530,000 EUR

Extremely elegant, 5 Cabins, three deck CRN yacht from 2004. Always privately used, and maintained to the highest possible standards. RINA classed and turn-key condition.

David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



MY PETRA | 44m (144') | Heesen | 2009

MY PETRA is the epitome of an almost new, manageable size five stateroom yacht with excellent speed, long range, zero speed stabilization, garaged tenders and impeccable Dutch quality and pedigree. Barely broken in, MY PETRA is in impeccable condition.
Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



PERCAL | 29m (96') | Azimut | 1993/2006 | POA

Her spacious sun deck offers an enormous entertainment area with a sink, fridge and barbeque. PERCAL has also been fitted with an Atlas converter which gives her worldwide cruising capability.

Jose Arana Jr. | Ft. Lauderdale + 1 954 463 0600 | jose.aranajr@fraseryachts.com



HETAIROS | 42m (140') | Abeking & Rasmussen | 1993 | 13,800,000 EUR

Bruce King, Andrew Winch and A & R teamed up to create this unique master piece. Hetairos is well known and respected on the regatta courses around the world. Maintained in perfect condition regardless to costs. Please visit www.hetairos.info
Jurgen Koch | Palma +34 971 700 445 | jurgen.koch@fraseryachts.com



S.Q.N. | 39m (127') | Alloy Yachts | 2003 | 10,900,000 USD

S.Q.N. is a high pedigree vessel, with 4 generous staterooms plus a gym. She has an exquisite flybridge designed for outdoor entertaining, plus a Jacuzzi. The styling and engineering is exceptional, with systems usually seen on far larger vessels.

Jody O'Brien | Ft. Lauderdale + 1 954 463 0600 | jody.obrien@fraseryachts.com



FRASER YACHTS



Not for sale to US residents while in US waters

ULYSSES | 60m (196') | Exploration Yacht | 2006

Solidly built and finished to the highest standards ULYSSES is the ultimate Exploration Yacht. She has massive volume from her 11m (36') beam over 5 decks. The Owner's stateroom is private on the bridge deck, well separated from the seven other staterooms. Excellent outside deck spaces, dive friendly stern and a

huge sun deck capable of landing a large size helicopter. She can carry a 14.5m (45') tender, has a submarine and numerous ancillary tenders. Zero speed stabilizers add even more comfort to her massive displacement.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



PROTEKSAN TURQUOISE | 74m (242') | Proteksan | 2013

Exceptionally generous 74 meter under construction at the respected Proteksan-Turquoise shipyard. Andrew Winch design, changes still possible. Very attractive value, construction is well underway. Joint CA with Burgess.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



ALIBI | 51m (167') | CBI Navi | 2005 | 19,750,000 EUR

With its large interior volume this vessel accommodates 12 passengers in 6 cabins, she also features an extremely large and well laid out exterior deck space and a comfortable swim platform. This yacht must be experienced on board to appreciate all her qualities.

Dennis Frederiksen | Monaco +377 93 100 450 | dennis.frederiksen@fraseryachts.com

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FOR SALE & CHARTER



NEWVIDA | 48m (160') | Delta Marine | 2001/2009 | 24,950,000 USD
Newvida went through a comprehensive refit in 2008/9 and achieved RINA Class... The quality of construction, her outstanding volumes and her new Anchor stabilisation system make NEWVIDA a unique yacht. Joint Central Agent.
Antoine Larricq | Monaco +377 678 636 172 | antoine.larricq@fraseryachts.com



OHANA | 43m (142') | Perini Navi | 2004 | POA
With her 5 cabin layout (3 double and 2 twin cabins + 2 pullmans) she is well suited for parties of up to 12 guests. OHANA is known for her comfort and good sailing abilities, and will be well suited for private as well as charter use.
Dennis Frederiksen | Monaco +377 93 100 450 | dennis.frederiksen@fraseryachts.com



ARIELA | 39m (129') | CRN | 2004 | POA
Extremely elegant, 5 Cabins, three deck CRN yacht from 2004. Always privately used and maintained to the highest possible standards. RINA classed and turn-key condition. Hardcopy brochure is available shortly.
Jan Jaap Minnema | Monaco +377 93 100 450 | janjaap.minnema@fraseryachts.com



Not for sale to US residents while in US waters.

ALUCIA | 56m (183') | Auroux | 1974/2009 | 42,000,000 USD
Built to be a submersible support ship, she carries 3 submersibles. She has state of the art scientific and filmmaking capabilities with five star accomodations for owner and guests.
Tom Allen | Seattle +1 206 382 9494 | tom.allen@fraseryachts.com
Stuart Larsen | Ft. Lauderdale +1 954 463 0600 | stuart.larsen@fraseryachts.com



ST MARTEEN | 34m (113') | Codecasa | 1992/2007 | 3,900,000 EUR
Classic family 35m motor yacht with an excellent layout. Steel hull, four double cabins and Lloyds class. The range is 3600 miles with economical engines, classic wood and cherry interiors. A large sun deck.
Antoine Althaus | Monaco +377 93 100 450 | antoine.althaus@fraseryachts.com

FOR SALE & CHARTER



CHINA | 33m (110') | Kingship | 2006 | 7,950,000 EUR
Lloyd's, MCA and Commercially Registered. Zero speed stabilizers. Huge deck spaces and tender/toy well deck. Must be inspected to be appreciated. VAT paid. Berth in Cap D'Ail also for sale!
Richard Earp | Monaco +377 93 100 450 | richard.earp@fraseryachts.com



FRASER YACHTS



ONCE AROUND | 29m (95') | Sunseeker | 2003 | 3,450,000 USD

Another major price reduction now asking \$3,450,000. All new teak decking, new paint, two new 5-ton A/C condensers and W-5 engine service completed in 2009. Excellent condition throughout. Best price in the Sunseeker market.
Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com



SUNSEEKER 105 | 32m (105') | Sunseeker | 2002/2010 | 4,495,000 USD

Beautiful contemporary styling with good performance. Layout includes on deck master, 2 twins plus VIP. Jacuzzi on flybridge. MTU's provide 22 kts cruise. 2450 hrs with W-4 completed. Significant refit work in 2010.
Neal Esterly | San Diego +1 619 225 0588 | neal.esterly@fraseryachts.com



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CABOCHON | 28m (92') | Fontaine Custom | 2004 | 5,900,000 USD

Stunning 3 stateroom yacht with shoal draft designed for global cruising. Lloyds Classed Hull, MCA compliant. New sails on order. Inspection highly recommended. Impeccable condition.
Jeff Partin | Ft. Lauderdale + 1 954 463 0600 | jeffpartin@fraseryachts.com



SENTIMENTAL JOURNEY | 26m (85') | Kuipers, Holland | 1985/2004 | POA

JUST REDUCED! Doggersbank trawler yacht, designed by Dick Boon and built in Holland. Three double staterooms and separate crew quarters in the bow. Seller motivated.
James Nason | San Diego +1 619 225 0588 | james.nason@fraseryachts.com
Patrick McConnell | San Diego +1 619 225 0588 | patrick.mcconnell@fraseryachts.com



ISABEL | 26m (87') | Cantieri di Pisa | 2006 | 2,900,000 EUR

Highly customized and improved. Commercially registered with impressive charter record. Easy to inspect in Beaulieu (SoF).

Vassilis Fotilas | Monaco +377 93 100 450 | vassilis.fotilas@fraseryachts.com



HEROINA | 22m (74') | Astilleros Sarmiento, Argentina | 1993/2009

German Frers former personal yacht. Cold molded mahogany, PBG outside skin, teak decks new 2006. A true fast cruiser/racer her current and only third owner has updated her to modern standards in 2009 yet retained her true essence as one of the best modern classics of all time.
Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com

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KONKORDIA

52m (169') | Alloy Yachts | 2006 | POA

KONKORDIA is one of the most attractive and performing Large Sailing Yacht available for sale today. The life on board is luxurious and very spacious; each cabin has been equipped with extra large Hull windows allowing the guests to enjoy the sea life in total comfort. Built to Lloyd's and MCA she accommodates 10 guests in great comfort. She has a very entertaining open space aft deck leading to salon, dining room and bridge. On the foredeck the Tender well transforms into a Jacuzzi. Specifications are available on request. Antoine Larricq | Monaco +33 678 636 172 | antoine.larricq@fraser-yachts.com



FRASER YACHTS

Ron Holland designed aluminium hull

Optimised performance

Five cabin layout with gym / 6th cabin

Original classic cherry interior

Excellent flybridge with dining, sunbathing, Jacuzzi

Flush foredeck with gull wing tender lockers

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Contemporary deco interior, rich walnut burl panelling

Nobiskrug, 2010, 68m / 224ft 12 guests, €75m

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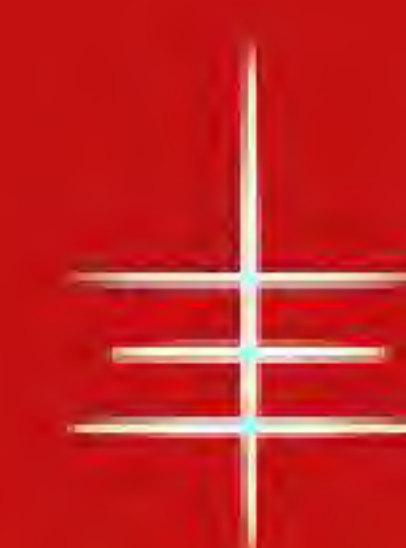
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Also available for charter.

55 m - Oceanfast - 1991/2008 - 10 guests in 5 cabins - 13 crew - 2 x MTU 3480 hp (MCA, commercially reg.)

Asking price : **USD 24 000 000**

spirit of salima



34,20 m - Technomar - 2006 - 6 guests in 3 cabins - 5 crew - 2 x MTU 2285 hp (VAT paid)

Asking price : **Eur 4 950 000**

taiji

28,04 m - Mangusta 92 - 2006 - 8 guests in 4 cabins - 4 crew - 2 x MTU 2400 hp - Same owner since new, never chartered (VAT paid)

Asking price : **Eur 2 950 000**

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Also available for charter.

25,62 m - Seaneast - 2007 - 8 guests in 4 cabins - 3 crew - 2 x MTU 1500 hp (Rina, MCA, commercially reg.)

Asking price : **Eur 2 160 000**

morfise



Also available for charter.



25 m - Mangusta 80 - 1998 - 6 guests in 3 cabins - 3 crew - 2 x MTU 1850 hp (MCA, commercially reg.)

Asking price : **Eur 1 300 000**

maevaflo 4



Also available for charter.

21,32 m - Sunseeker - 2008 - 8 guests in 4 cabins - 2 crew - 2 x MAN 1550 hp (MCA, commercially reg.)

Asking price : **Eur 1 800 000**

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SALES & PURCHASE

VAT Paid Yacht



BLUE SCORPION 173.07ft (53.00m) | Baglietto | 2006 | Viareggio | Please Inquire

SALES & PURCHASE
CHARTER
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SALES & PURCHASE



BELLA BRI 151.00ft (46.00m) | Northern Marine | 2008 | Florida | USD 23,900,000



*Not for sale or charter to U.S. residents while in U.S. waters.

SWEET PEA 165.03ft (50.30m) | Feadship | 2000/2008 | Florida | USD 33,000,000

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USA: 1535 SE 17th St., Suite 103, Ft. Lauderdale, FL 33316 - T +1 954 767 1035
www.yacht-zoo.com - info@yacht-zoo.com

SALES & PURCHASE



OCEAN SEVEN 175.60ft (53.50m)
Oceanfast | 1994/2007 | Genoa | EUR 12,000,000



JANA 151.11ft (46.30m)
Feadship | 1986/2009 | Genoa | USD 13,995,000



*Not for sale or charter to U.S. residents while in U.S. waters.

MAGIC 150.00ft (45.70m)
Trinity | 1998/2008 | Florida | USD 13,500,000



*Not for sale or charter to U.S. residents while in U.S. waters.

TUSCAN SUN 147.00ft (44.80m)
Izar of Spain | 2006 | Florida | USD 24,950,000



ARIETE PRIMO 145.01ft (44.20m)
Richard Dunston | 1967/2006 | Genoa | Please Inquire



BOSSY BOOTS II 136.00ft (41.50m)
Intermarine | 1999 | Florida | USD 11,600,000



AWESOME 130.00ft (39.62m)
Mangusta | 2005 | Mediterranean | EUR 12,800,000



ARIOSO 130.00ft (39.62m)
Westport | 2006 | Florida | USD 11,900,000

SALES & PURCHASE
CHARTER
NEW CONSTRUCTION

SALES & PURCHASE



MAC BREW 129.30ft (39.40m)
Heesen | 2002/2008 | Mediterranean | Please Inquire



IMPULSIVE 126.00ft (38.40m)
Norship | 1993/2010 | Florida | USD 6,750,000



MOONRAKER 120.00ft (36.58m)
Norship | 2002/2008 | Florida | EUR 7,900,000



ASPEN ALTERNATIVE 120.00ft (36.58m)
Sovereign | 2002 | Florida | USD 6,450,000



LUNASEA 110.00ft (33.50m)
Cantieri Di Pisa | 2000/2008 | Florida | USD 4,750,000



AGATA 108.00ft (33.00m)
Mangusta | 2002 | Mediterranean | EUR 7,500,000



LITTLE PARADISE 103.00ft (31.4m)
West Bay Sonship | 1999 | Florida | USD 3,225,000



MAVERICK 85.00ft (25.90m)
Scarborough | 2008 | Florida | USD 5,600,000

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170'/52M Benetti 2001/09 **QUANTUM OF SOLACE**



168'/51M Oceanco 1997/07 **LAZY Z***

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161'/49M Trinity 2007/10 **GLAZE***



157'/48M Christensen 2006 **THIRTEEN**



152'/46M Nylen 1985/04 **CHANTAL MA VIE***

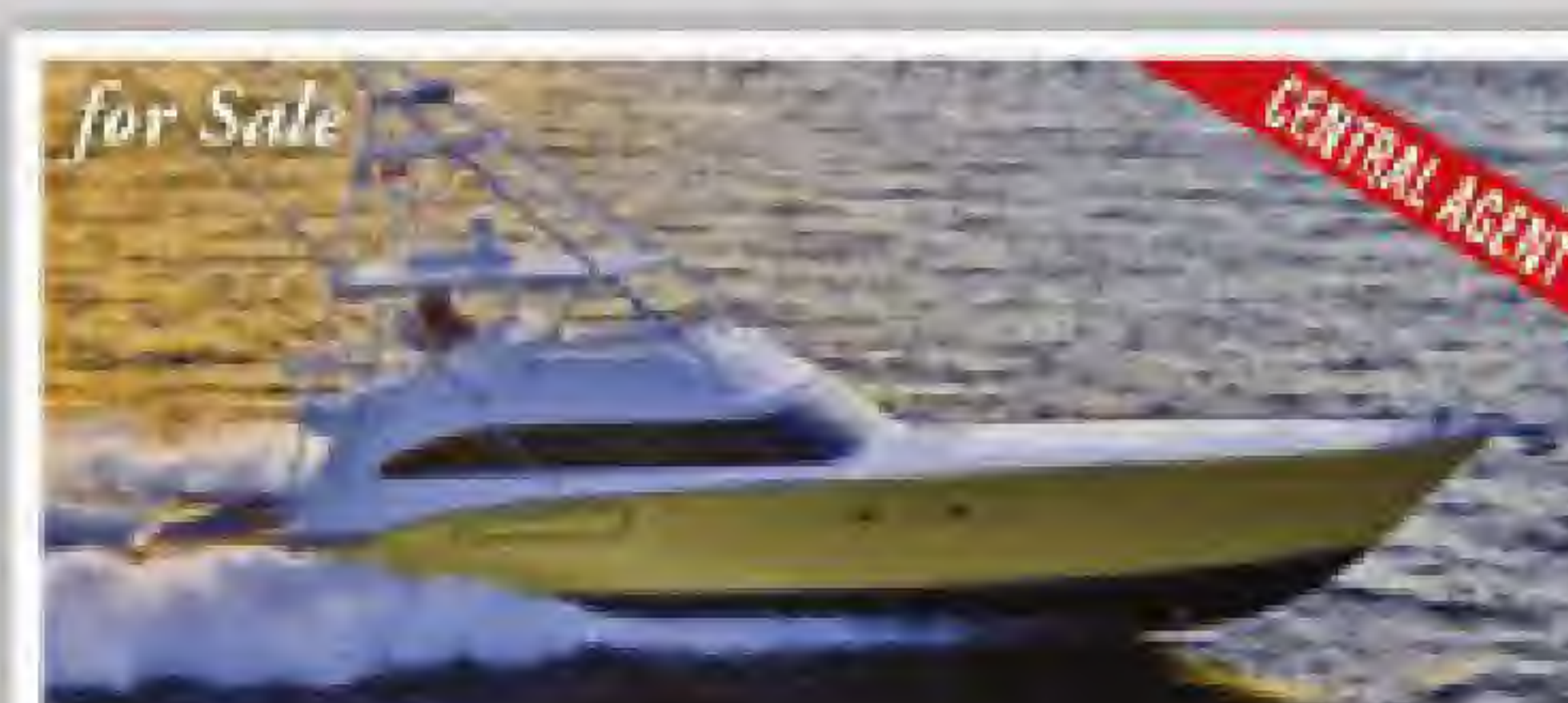
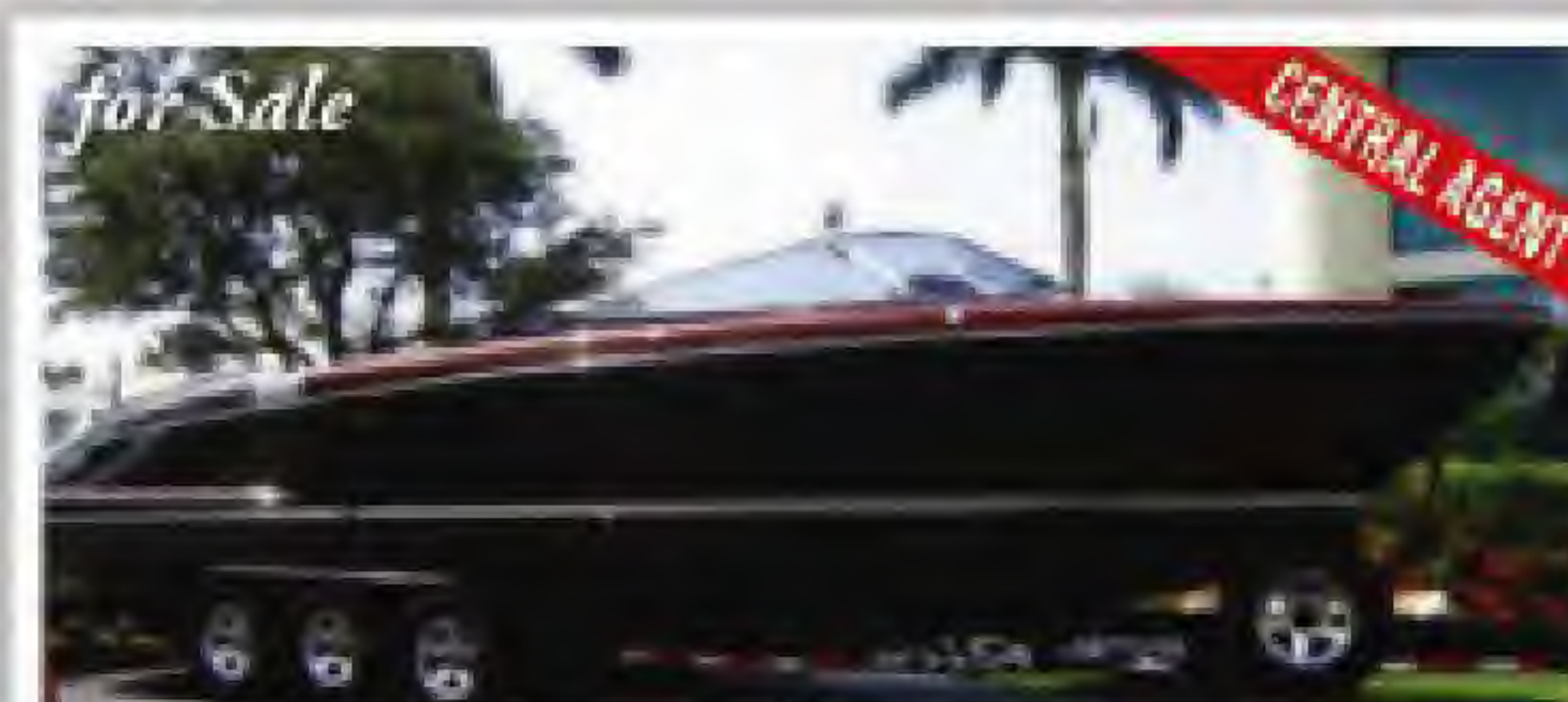


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122'/37M CRN 1978/08 **LADY EVA***121'/37M Crescent 2003 **OLGA***118'/36M Intermarine 2000 **SAVANNAH**117'/36M Delta 1996 **ANNASTAR**112'/34M Leopard Express 2008 **LA IGUANA***106'/32M Burger 2004 **WOW**105'/32M Mangusta 2000 **HAMSA***102'/31M Broward 1984/05 **LIQUIDITY**96'/29M N.E. Boat Works 2003 **VAKOMAANO***95'/29M Intermarine 2001 **KRISHELLE**92'/25M Palmer Johnson 1985/08 **IRISHMAN**88'/27M Pershing 2003 **JK***88'/27M Rayburn Custom 2004 **LADY VICTORIA**86'/26M Hatteras Sportfish 2002 **SPHEREFISH**80'/24M Donzi Sportfish 2010 **R-80**80'/24M DeVries Lentsch 1929/02 **LELANTA***73'/22M Donzi Sportfish 2010 **R-73**62'/19M Little Harbor 1982/07 **EASTERN SKY II**54'/16m Rybovich SF 1970/09 **SEA HUT***51'/15m Dettling 2002 **PADDY WAGON**33'/10M Riva Aquariva 2007 **NO NAME**

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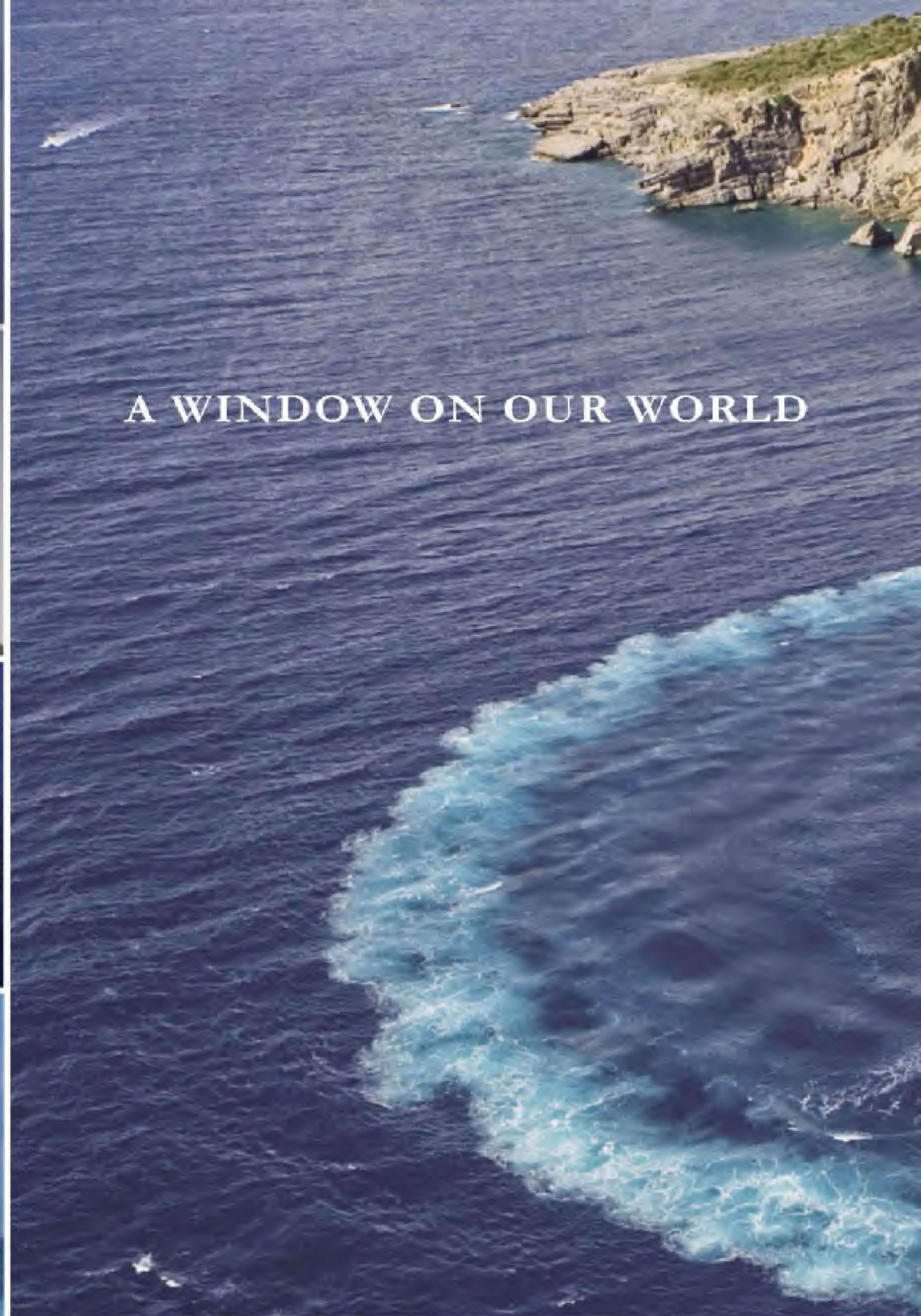
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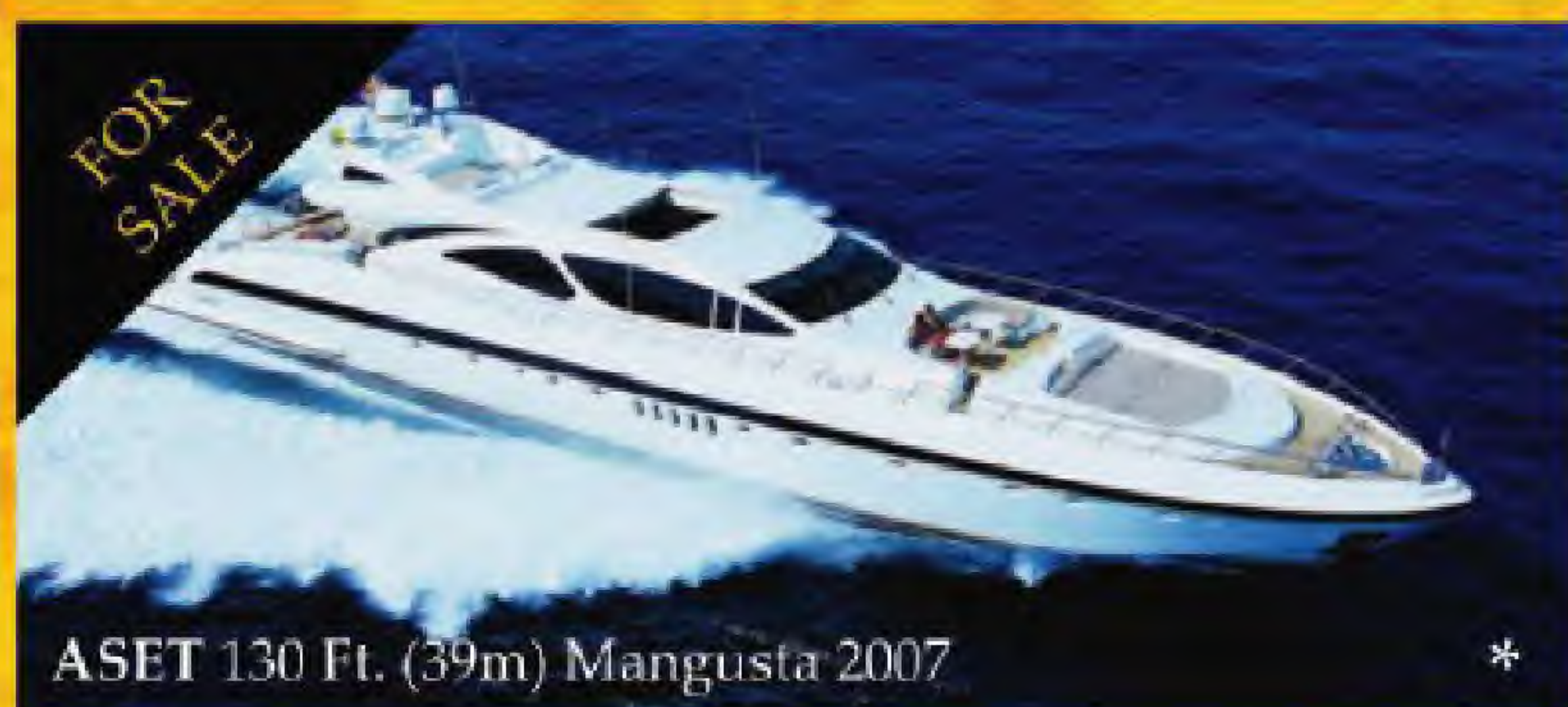
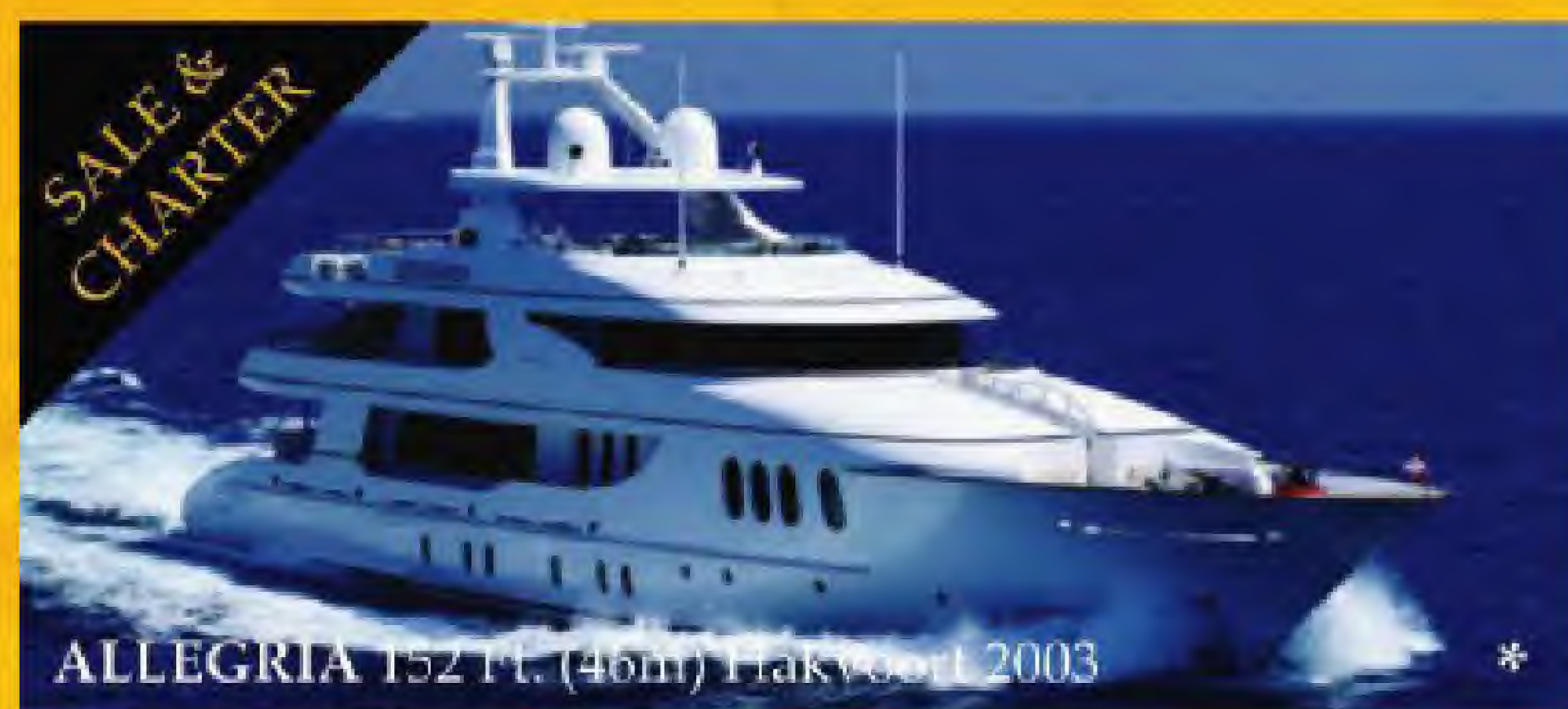
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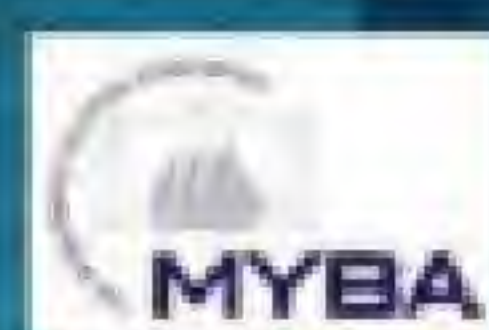
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Ferretti Custom Line 94

Fabulous Ferretti Custom Line 94, 2005. Twin MTU 2,000hp diesel engines, 920 hours. Inventory includes bow thruster, 2 generators, reverse cycle air conditioning, an upgraded watermaker, full navigation equipment including Mini sat com, laundry equipment, Home Theatre surround sound with large Plasma TV in the saloon, full safety gear, Novurania dinghy, Yamaha outboard engine and a 2.2 Zodiac RIB. The accommodation is light and airy and sleeps up to 9 guests in 4 cabins. The master cabin is on the main deck, full beam and the lower deck offers a large VIP cabin and 2 twin berth guest cabins. Generous crew accommodation forward. Beautifully presented this boat is looked after by a full time professional crew. Currently lying in Turkey and priced at 3.9m euros Ex tax.



Benetti Sail Division 115 WT

BENETTI SAIL DIVISION 115 WT Explorer. This 2009 built long range displacement vessel has been specifically designed by Peter Behage for distant and remote horizons. She has a range capability of 5,000 nautical miles. Business like lines of her steel hull and aluminium superstructure really makes her stand out. Special attention to the interior has allowed a full width master suite and lounge area. Large VIP cabin forward and two other guest cabins, all of which are spacious and fully en-suite. The lounge/dining area has a real wow factor when you first enter the boat. The general space and feel of warmth through the entire ship is quite stunning. Fully stabilised even at anchor makes her really very comfortable whatever the weather. MCA Commercially Registered. For price and full specification please contact us.



SANLORENZO 72, 2006

SANLORENZO 72, 2006, one owner from new. Features twin MTU 1,360hp diesels, (500 hrs), bow thruster, 2 generators, reverse cycle air conditioning, watermaker. The layout is described as 3 ½ cabins by the builder, which is 3 double cabins and one single cabin. The master suite is amidships, full beam and very generous. VIP suite with double forward, twin guest cabin and single cabin also forward, both with en-suite facilities. Spacious saloon, very light and airy with casual seating aft and dining area forward next to well equipped enclosed galley. Large flybridge area with plenty of seating, sunbathing area, tender storage and crane. Crew accommodation forward. Raymarine navigation equipment, Miele domestic equipment, home theatre system, sat TV, safety gear, Williams tender. This boat has only been very lightly used and is professionally maintained. Lying Mallorca and priced at 1,950,000 euros Ex Tax.

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2005

2 x 2000hp MTU V16 M91

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2009

2 x MTU V12 2000 M93

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SUNSEEKER 86 YACHT – 'TAMBORA'

£2,800,000 tax not paid

2008

2 x Caterpillar C32 Acerts

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Lady Anne Truly Classic 56 by Hoek Design. Dim: 17,50 x 4,45 x 2,40m. Built in 1998 by McMullen & Wing, refit in the Netherlands 2009/2010. Elegant and comfortable sailing yacht in excellent condition with in-boom leisurefurl mainsail and electric furlers on genoa and staysail. New North

3DL sails, new Raymarine electronics, new Awlgrip on hull, mast and boom. Yanmar turbo 100HP, Whispergen. Sleeps 6 in two cabins. Very complete and ready to go. Lying in the Netherlands. Askingprice: € 845,000. VAT paid. Berth in Palma de Mallorca available, for rent or for sale.



White Heaven Moonen 80 built in 1992 by Moonen Shipyard, Holland. Dim: 24,50 x 6,00m. Mahogany interior, four cabins plus crew. Twin MAN diesels, cruising 12knots.Lying Mediterranean but also great yacht for Northern Europe. Berth 40meters also for sale in Club de Mar, Palma. Askingprice: € 1,200,000. VAT paid. **Financing up to 50% available!**



MAUC Grand Banks 52 Europa. Dim: 16m30 x 4m75. Built 2001 and lying The Netherlands. Classic and seaworthy trawler in excellent condition. Twin Caterpillar 435HP. Sleeps 8 guests in three cabins, plus 2 extra (crew/children) in cabin aft. Very complete and up-to-date. Askingprice: € 745,000.

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SUNSEEKER PREDATOR 52'

2009 - 2 x 800 CV MAN - 3 CABINS
€850.000 (LEASE RUNNING)
TRADE - IN AVAILABLE !



FERRETTI 550
2007 - 2 x 900 CV MAN - 3 CABINS
€840.000 (Lease running)



PRINCESS 50'
2009 - 2 x 670 CV VOLVO - 3 CABINS
€730.000 (Lease running)



PERSHING 64'
NEW BOAT - FULL OPTIONS
Available in March 2011



LEOPARD 24M
2004 - 2 x 1522 CV MTU - 4 CABINS
€1.600.000 (Lease running)



CUSTOM LINE 97'
2007 - 2 x 2440 CV MTU - 5 CABINS
€5.200.000 (ex. VAT)



AZIMUT 68S
2006 - 2 x 1360 CV MAN - 3 CABINS
€1.300.000 (VAT paid)

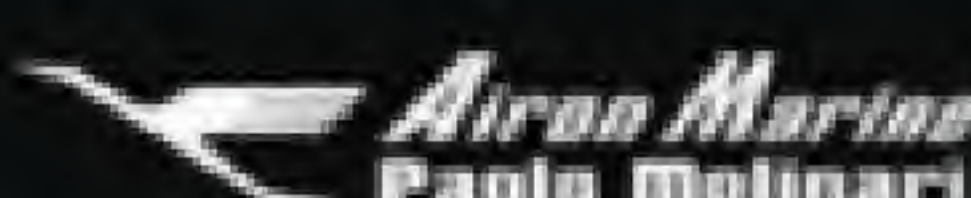
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Mondango

Length 51.7m (169.6')
Launched 2008
Builder Alloy Yachts, New Zealand

Designer Dubois Naval Architects
Guest Staterooms 5
Price €30m

Meticulously designed by Dubois, *Mondango* was built by Alloy Yachts to Lloyds Classification and is LY2 compliant. She is a high performance ketch with the ability to stay operational for extended voyages without shore based support. Her modern and fresh interior by Reymond Langton offers luxury accommodation for 10 guests. Soft curves combined with bold colour choices give the interior a voluptuous ambience.

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DUBOIS

Naval Architecture & Yacht Design Studio
 Brokerage, Charter & Management Office

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THE WORLD'S MOST LUXURIOUS MOTORYACHTS



SUNSEEKER 37M YACHT 2008

Launched in 2008 'Tickled Pink' offers three internal decks and sky deck with four lower level double suites plus a full beam main deck master suite. The main salon offers extensive lounge seating with additional welcome bar at the entrance.

For those more formal dining occasions a rectangular dining table seats 12. The sky lounge on the upper deck offers casual comfortable seating with a view looking aft through floor to ceiling glass doors, leading to an al fresco area with a dining table to seat 12. This yacht has massive volume at 320 gross tonnes.

A truly magnificent vessel finished in black satin American walnut with beautiful detailing and presented in pristine condition and maintained to the highest standard.

Lying: Mallorca
Central Agent

PRICE REDUCTION
£8,950,000 ex VAT



ALFAMARINE TRI-DECK 43M SUPERYACHT 2003

Lady Feryal is a high performance motoryacht designed by Andrea Bacigalupois, built to MCA compliance.

Her interior is warm and welcoming with rich colours in fabrics and soft wood finishes. Cruising at 14 knts accommodating 16 guests in eight cabins.

Classification MCA/ABS. Hull and super structure repainted October 2009, only one owner to date.

Impeccably maintained and extensively equipped this yacht offers vast accommodation and exterior space. Representing fantastic value for money and offered in superb condition. All sensible offers considered.

Lying: Mallorca
Central Agent

\$11,999,000 ex VAT





Aime Sea

Length 35.11m (115')

Launched 1994

Builder Alloy Yachts, New Zealand

Designer Dubois Naval Architects

Guest Staterooms 4

Price €6.2m VAT Paid

World class fast cruising yacht that combines a good sailing performance with a versatile layout. **Aime Sea** has a spacious interior, flooded with natural light and accommodates eight guests in luxury.



Tenaz

Length 40m (131')

Launched 1996

Builder Pendennis, UK

Designer Dubois Naval Architects

Guest Staterooms 4

Price €8.25m

Tenaz has earned a superb reputation for her performance under sail and she is capable of sailing the world in comfort, speed and style. Recently refitted, she is 'ready to go'.



Ad Lib

Length 40m (131')

Launched 2006

Builder Alloy Yachts, New Zealand

Designer Dubois Naval Architects

Guest Staterooms 5

Price €13.95m

Ad Lib was built by Alloy Yachts, New Zealand and launched 2006. Powered by twin Caterpillar diesel engines, **Ad Lib** is able to reach a high speed of 16 knots. Her striking interior by Donald Starkey Designs is able to accommodate a total of 10 guests and 6 crew.



Imagine

Length 33.6m (110')

Launched 1993

Builder Alloy Yachts, New Zealand

Designer Dubois Naval Architects

Guest Staterooms 3

Price on Application VAT Paid

One of the first and most contemporary designs of the Dubois style - a fast cruising sloop with many Superyacht race wins to her name, she always impresses with her looks.

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Release: StoreMags & Fantamag. Magazines for All

A large white and blue research vessel, likely a ship of the Indian Navy, is shown sailing on the ocean. The ship has a white upper hull and a blue lower hull. It features a prominent white superstructure with multiple decks and a large white radar dome on the mast. The ship is moving towards the left, leaving a white wake behind it. The background is a clear blue sky with some light clouds.

ACCOMMODATION:
12 GUEST IN 6 CABINS + 9 CREW IN 5 CABINS



**Benetti SD 115 (09)
2 x 596 HP Caterpillar**



**Benetti SD110 Oldtimer (09)
2 x 875 Hp Caterpillar**



Benetti SD 90 EXT (08)
2 x 1100 HP MAN



Cammenga 86 (72-Refit 2000)
2 x 172 HP Gardner 6L



Hatteras 70 C (04)
2 x 600 HP Caterpillar



Princess 22 (01)
2 x 1300 HP MAN

BENETT *Sail Division*



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Nelson 80'

£2,250,000
Palma de Mallorca

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The ultimate Nelson ever to launch

TT Boat Designs and Richardsons, with a massive nautical makeover in 2006. She offers astonishing sea keeping, comfortable cruising and most excellent accommodation in white oak. She has been maintained through life regardless of cost and will never be replicated. She is unique.

LOA:	80' / 21.6m
LWL:	63'5" / 19.4m
Beam:	19'6" / 6.0m
Draft:	5'5" / 1.7m
Displacement:	64 tons
Engines:	2 x Caterpillar 3412 1000hp
Accommodation:	6 + Crew

QUANTUM OF SOLACE

This 52m / 170'7" Benetti is fully upgraded to highest US specification for seamless worldwide cruising capabilities in both the US and Europe.

Asking price: 24,995,000 USD





Peter Thompson pt@ocyachts.com +44 7788 755334
Michael White mike@ocyachts.com +44 7785 360845

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OCEAN

DIAMONDS ARE FOREVER

This stunning 200' (61 metre) BENETTI features a signature Evan Marshall interior comprising of two panoramic master suites, four guest staterooms, elevator to all decks, a full beam skylounge and vast open & shaded deck areas. Technological superiority ensured by Millennium Edition build supervision.

Priced at 45,000,000 EUR



Just 7 months to delivery, July 2011

oceanindependence.com
incorporating Cavendish White

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SUNRISE

This 90m boutique cruise ship has undergone a major refit. Ideal platform for private use or 6 star cruise operation. Maintained to SOLAS and Lloyds. can accommodate up to 120 guests in 60 cabins.

Price: 29,500,000 EUR.

Central Agents for sale and charter.



ARETHUSA

Launched in 2008, the 47m Nereids Yachts boasts sleek lines and exceptional comfort. Her shaded main and upper aft decks offer an enormous amount of space, including a large Jacuzzi.

Price: 15,000,000 EUR.

Joint Central Agents for Sale and Central Agents for Charter.



4H

Innovative design makes this 2008 SanLorenzo 38.5m very special. Superb in all respects. Package includes an enviable charter track record and a keen seller.

Price: 12,500,000 EUR.

Central Agents for Sale and Charter.



FOLLOW ME 4

A real classic, may be the best of her kind on the market; never chartered; zero speed stabilizers; maintained by a full time crew all year round. FOLLOW ME 4 is the last 115 Classic manufactured by Benetti.

Price: 7,600,000 EUR (VAT Paid).

Central Agents.



MIZAR - NEW CENTRAL AGENCY

MIZAR is a 26.5m spacious and very comfortable vessel. Her Owner is now keen to sell and open to offers! MIZAR has the Spanish charter license and has been a popular charter vessel in the Balearic Islands.

Price: 690,000 EUR. Joint Central Agents.



EXCALIBUR - NEW CENTRAL AGENCY

This Sunseeker Predator 63 offers space and comfort, with powerful performance up to 35 knots. Sleeps 6 guests in 3 cabins. Offered at an exceptional price as the Owner has to sell immediately.

Price: 275,000 EUR. Central Agents.

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Monaco +377 9770 3880

Mumbai +91 98700 27777

New York +1 212 332 1118

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Vienna +43 1 907 61 36



SAILING T

A wonderfully traditional and well maintained 30m Jongert ketch from 1993 and recently refitted 2006 - with everything you would expect from the world famous marque and accommodation for 8 guests in 3 cabins. Just ready for more high seas adventures.

Price: 2,600,000 EUR [VAT Paid].

Central Agents for sale and charter.



ASTRO DE L'EST - PRICE REDUCTION

2000 Nautor Swan 80 built to a very high spec, perfectly maintained and ready to go cruising, racing or both.

Price: 2,600,000 EUR.

Central Agents for sale and charter.



PSYRAX

31m Van Dam Nordia built in 2005 with sleek modern interior. With accommodation for 6/8 guests in 3/4 cabins.

Price: 5,900,000 EUR [VAT Paid].

Joint Central Agents.



ROSSI NAVI 54

The Rossi Navi 54m technical platform allows for building up to 58m. This exterior design is simply an example, other styles are possible. A new yacht could be yours within 27 months from contract from the rising star of Italian shipyards.

Price guide: 28,000,000 EUR. Central Agents.



ONYX

SanLorenzo and Paszkowski deliver with the 38.5m 2009 ONYX a true delight for the eye, and drawing crowds wherever she goes. Four side-balconies for exquisite living quality afloat.

Price: 14,800,000 EUR. Central Agents for sale and charter.



EXPLORER 44m - NEW CENTRAL AGENCY

Two EUROCRAFT new builds for sale! These two Explorer 44's combine the typical Explorer characteristics together with elegance, style and comfort. Accommodation for 10 guests in 5 cabins.

Price: 16,300,000 EUR. Central Agents.

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Athens +30 210 984 0382

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Düsseldorf +49 211 355 5444

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Geneva +41 22 908 02 51



AQUALIBRIUM - PRICE REDUCTION

Not your average 40m yacht. The level of detail and finish onboard this CRN makes her quite unique. Among the many features to mention is the unusually generous headroom throughout.

Price: 7,950,000 USD. Central Agents for sale and charter.

London +44 207 381 7600

Monaco +377 9770 3880

Mumbai +91 98700 27777

New York +1 212 332 1118

Palma de Mallorca +34 971 404 412

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ERMIS2- NEW JOINT CENTRAL AGENCY

A 37.5m wolf in sheep's clothing. 55+ knots, triple MTU & KaMeWa jets, winner of numerous awards, ultra lightweight Rob Humphreys design, with accommodation for 8/10 guest in 4 staterooms. This is no ordinary yacht, and rather special!

Price: 16,000,000 EUR (VAT Paid).

Joint Central Agents.



REVERIE

Delivered in 2001 Reverie remains one of the iconic vessels of the modern era. Massive volume and interior space as well as huge deck areas set her apart. Helicopter capable with world-girdling range she has been meticulously maintained and sensibly upgraded. The vendors have set a sensible figure to achieve a quick sale. Please ask for full information from Michael White:

Tel: +44 7785 360 845

email: mike@ocyachts.com





OCEAN Independence is delighted to announce its appointment as Central Sales Agent for the 70m Benetti REVERIE.

Central Agents for Sale & Charter.



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See the NEW Predator 115, NEW Manhattan 73 and other models from the extensive Sunseeker range at the London International Boat Show. 7th to 16th January 2011.